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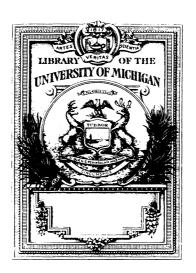
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APPLICATION FOR ENTRY TO SECOND CLAS	SS OF MAIL MATTER APPLIED FOR

Vol. 1 JUNE, 1921 No. 1

#### PUBLISHED MONTHLY

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#### THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer Importer, Exporter or other Americans who are interested in Philippine matters. Address all requests for such information to the Secretary of the Chamber

THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS IS THE LARGEST AND MOST ADEQUATELY FINANCED AMERICAN CHAMBER OF COMMERCE OUTSIDE THE BOUNDARIES OF THE UNITED STATES. THIS ORGANIZATION HAS OVER ONE THOUSAND MEMBERS, ALL OF WHOM ARE AMERICANS

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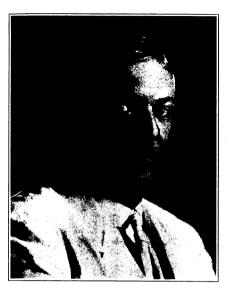
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## Who's Who Among the Americans in the Philippine Islands



#### CAPTAIN H. L. HEATH

of the Philippine Islands, was born in Detroit, Michigan, more than fifty years ago, and at an early age moved to Oregon with his parents. Early in life he showed his leadership by becoming a virile newspaper editor in McMinnville, Oregon. Filled with the great pioneer spirit of the West, it did not take any special inducement for him to join the Army in its march to the Far East. Soon after the declaration of war with Spain he joined the first Philippine Expedition which sailed from San Francisco June 1, 1898, under command of General Thomas M. Anderson. Captain Heath distinguished himself in numerous engagements, was severely wounded, and served with the 2nd Oregon Regiment until they were returned to the States. His military record is an enviable one.

After being mustered out of the military service, he engaged in a serious study of the culture and preparation of hemp and maguey in various localities of the Islands. His close study of hemp has made him an authority on the subject and he is consulted and his advice solicited by all large dealers of hemp throughout the United States.

Vigorous, straightforward, never knowing defeat, Captain Heath was the logical American to lead the American Chamber of Commerce through its early years of struggle. Physically courageous, he has been preeminently endowed with the higher courage, the courage to sustain his convictions. Having once determined on the right, he is immovable.

#### MAJOR WILLIAM H. ANDERSON

One of the best known and most successful American business men in the Philippine Islands is William H. Anderson, who was born in Ohio forty-nine years ago. He graduated from West Point Military Academy in 1892, and received a commission as Lieutenant, 16th United States Infantry. About four months later he resigned from the Regular Army and followed the engineering profession until the outbreak of the Spanish American War. He volunteered his services and came to the Philippines in the second expedition, arriving in Manila during the middle of July, 1898. After a year and a half of service, he resigned from the Volunteer Army and became Assistant Manager of the Pacific Oriental Trading Company. In 1904, Mr. Anderson founded William H. Anderson & Company, in which he has continuously taken an active interest and is still its President. He is also President of Erlanger & Galinger, Incorporated, President of the Catton-Neill Engineering & Machinery Company and a Director of the Bulletin Publishing Company. Among the clubs with which Major Anderson is affiliated is the Manila Lodge of Elks of which he is Past Exalted Ruler, the Army & Navy Club, of which he is now a Director, the Polo Club, the Manila Golf Club and the Baguio Country Club.



#### JOSEPH F. MARIAS

Although Mr. Marias is comparatively a newcomer to the Philippines, he has been very active in securing improvements in the shipping conditions in the Islands such as the dredging of the Iloilo harbor, and he is working extremely hard to make Manila the leading port of the Orient.

Mr. Marias, whose father was a sailing shipmaster, was born in Portland, Oregon, in 1889. After finishing his university education, he started in the shipping game with the Portland Asiatic Steamship Company, and since that time has continuously been connected with shipping and railroading. From 1914 to 1917 he was in charge of the port of Astoria, Oregon, which is one of the most up-to-date ports of the world.

When war was declared, Mr. Marias was made a Major in the Reserve Corps, but was unable to accept his commission at that time due to pressure of shipping and port work. A little while later, he was able to get away and desiring active service, he enlisted as a private in the 19th Infantry and was afterwards commissioned as First Lieutenant.

In January, 1919, Mr. Marias was detailed by the Shipping Board to organize the Supercargo School. After getting the school well under way, he was sent to Europe as a special Port Investigator with the Palen Mission. Later he was detailed to the Dutch Commission for the return of vessels commandeered during the war. He was also detailed with Mr. Palen to advise the American Delegation at the Peace Conference in Paris on shipping matters. When this work was completed, he investigated the conditions for the establishment of the American Agencies in European ports. After successfully finishing his work in Europe he was sent to the Far East to establish Shipping Board Agencies in the Orient and is now in charge of the senior office in the Far East at Manila.



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PUBLISHED BY THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS.

## THE AMERICAN COMMUNITY

By CAPT. H. L. HEATH, President, American Chamber of Commerce of the Philippine Islands.

THE story of the American Community in the Philippines has been delegated to me to write. In the absence of ability, records, and space, brevity is strongly indicated; yet the full story of the American in the Philippines would take many words and the pen of a master, for in the history of the community there is a new epic of pioneering.

The drift of the Anglo-Saxon toward the West—dating from the sixth century when the Angles, Jutes, and Saxons, three Teutonic tribes, conquered the aboriginal tribes of Britain—has never stopped. This drift of people toward the West until the East has been reached is, without doubt, the greatest flow of people the world has ever witnessed. The flood has reached the coast of Asia and the present century will tell the story of whether the Oriental peoples will be overwhelmed, or the flood thrown back upon itself, to surge forward again and again until its life is beaten out upon the rocks of Orientalism, as the life of all the human floods coming from the other direction has been in the past.

The first phase of the American Community in the Philippines covers that period of time from the beginning of the United States to the close of the Civil War. The Civil War wrecked American trade and prestige in the Pacific through the destruction of some nine hundred American ships by Confederate privateers. With the passing of the ships went American business firms.

The only record of the American Community in the Philippines during this period of time is found on the gravestones of those who died here.

On a little mound of earth in Plaza Cervantes, in the financial district of Manila, stands a small marble monument, queer shaped, battered by time and patched with cement. It is the congregating place where the Filipino chauffeurs, waiting for their masters, spend their time playing dama. This monument lay in a godown in Manila covered with the debris of sixty-five years before it was found by some inquisitive American who, deciphering the almost obliterated inscription, called the fact of its existence to the then American government of the Philippines and it was erected where it now stands, and forgotten. The inscription reads:

"This monument is erected to perpetuate the memory of George W. Hurbell, Eso., United States Consul to this Island, who died May 3, 1831, aged 35 years. He was a native of Bridgeport, State of Connecticut, and son of Captain Ezekiel Hubbell."

Thousands of people pass daily within thirty feet of the monument and very few notice it, yet it is the only monument in Manila, crected in a public place, to the memory of an early American resident of the Philippines.

In the Cementerio del Norte, to the left going out, on one of the main avenues, under the shade of a number of heavy foliaged trees, rests a little group of Americans, adventurous men and faithful wives who braved the conditions and gave their all to the spread of American trade, commerce, and prestige. The graves of these were found by another inquisitive American in the old Chinese Cemetery and were moved by the American Memorial Committee to the shady plot in the large and beautiful municipal cemetery of Manila. Here are a few of their names, still decipherable notwithstanding the ravages of time.

"Nathan L. Durand, of Melford, Connecticut, died 21st of February, 1835."

"Mrs. Mary Greene Sturgis, of Boston, Massachusetts, died 17th of September, 1837."

"Gilbert Watson, of Newberryport, Massachusetts, died 6th of November, 1847."

"Josiah Moore, of Malden, Massachusetts, died the 25th of March, 1848."

"John Munro, of New York, died the 5th of November, 1862"

Note that the final date coincides with the Civil War and you can, no doubt, picture the sorrow of the rest of this isolated American community in Manila as it witnessed the destruction of the merchant fleet and the passing of its high hopes and ambitions. With the destruction of the American merchant marine, business was no longer possible and the community disappeared.

The second phase of the American Community in the Philippines is found in that period of time from the termination of the Civil War to the occupation of the Philippines by American troops in 1898. It represents the period when an effort was made to reestablish trade with the few American ships left and its record is found on the gravestones in the British cemetery at San Pedro Macati. Here are some of the inscriptions:

"William D. Huntington, of Salem, Massachusetts, died March 12th, 1868."

"I. C. Bramhall, died May 7th, 1868."

"L. S. Crockett, of Searsport, Maine, died July 25th,

"Fred Campbell Eaton, of Cambridge, Massachusetts, died April 21st, 1876."

"J. W. Killman, of Stockton, Maine, died November 14th, 1878."

"Francis Oakey, of New York, died November 17, 1880."

"A. D. Field, of Chelsea, Massachusetts, died October 26th, 1882."

"Julius G. Voigt, United States Consul in Manila, for five years, died April 7, 1888."

"Henry Grafton Chapman, of Boston, Mass., died March

"Robert Fisher, of Chelsea, Mass., died April 25, 1893."

"Theresa L. Frost, of Portsmouth, New Hampshire, died July 13th, 1894."

These came and made their contribution to the epic, some day to be written, of American pioneering in the Orient. Their

troubles can be summed up in the statement that when American troops arrived in 1898 there was no American Community to greet them.

The genesis of the third phase of the American Community is found in the Spanish-American war, the Philippine Insurrection, and the institution of American business enterprise since.

In the beginning the community was made up almost entirely of American soldiers, officers and men, adventurous spirits and legitimate descendants of the people who pioneered Ohio, Kentucky, and the other states of the Middle and Far West who, seeing a big undeveloped country, felt the urge of their forefathers and asked for their discharge and remained. Many of them accepted appointment to office under the civil administration instituted by Governor Taft; others distributed themselves over the country seeking various outlets for their abundant energy. The work of those who accepted the great outdoors as their field of effort was hampered to a great extent by the power and influence of those in office, for in this period of the development of the political responsibilities of the Filipino people, the American civil authorities showed their impartiality by being partial to native desires and discountenanced American effort in any line that could be construed by them as in conflict with the Taft policy of the "Philippines for the Filipinos". To prove their fairness they were unfair, and the dictum of the administration to the effect that the American community consisted largely of adventurers and camp followers and that it should get out of the country if it did not like the policy is still remembered by those who, at that time, were trying to hew something out of the wilderness for themselves. Those who happened to be outside the palings and were not civil officials retaliated by calling those who held government jobs "carpetbaggers". This, however, was only a family row for, in truth, the group of "Adventurers" did not interfere with political affairs for twenty-two years, cognizant of the fact that those in charge of affairs were laboring under difficulties and that loyalty to the American plan of Government would be the best policy. It knew that the success of American Government policy was dependent upon co-operation between Government officials and themselves.

Only once in the twenty-two years of "Playing the Game" did the community break away from its dormant and docile attitude, and that was in 1907 when insults offered the flag drove the "adventurers" together with a snap and with such force that within one day the Philippine Commission passed the "Flag Law" to prevent trouble and to evidence respect to the emblem of sovereignty. There are still many "adventurers"-and "carpetbaggers" also-who remember with a thrill the occurrences of the 23rd of August, 1907. Not until the advent of W. Cameron Forbes, as Secretary of Commerce and Police, and the adoption of his plans for the development of transportation and communication, did the American in business have a real opportunity for the extension of his energy. The real development of the Philippines commenced when modern methods were instituted in the construction of general systems of communication and the connecting up of the localized systems of the Spanish régime. This, with the protection given to energetic Americans in Mindanao by General Leonard Wood, and the non-political administration of Governor Forbes when he took possession of Malacañang, forms the basis upon which the whole development of the Philippine

Do not think that the American participation in this development has been easy or that it has not been paid for. Scattered all over the Philippines are little mounds of unmarked earth beneath which rest the bones of Americans who ventured a little too far; too far into the bosque, or too far into competition and politics. From the murder of Ickis and others in Mindanao, Sulu, Negros, Samar, and Leyte to the recent life sentence of Burns, of Samar, the price has been paid and paid fully. No matter what restitution is made, the value of these sacrifices will never be covered. The increment of these sacrifices goes to those who come after, not to those who are dead. It is the Anglo-Saxon sacrifice made to the future of the race: made to those and for those who follow. It is just a small wave of the Anglo-Saxon flood broken down into death, just a ripple of the larger flood behind. All those who contributed did not die, for there are Americans still in the Philippines who, if stripped naked and placed before you, would cause you to wonder how they lived;

there are others who do not have to strip for the awful livid scars of a bolo rush are blazoned on their faces forever.

The fourth phase of the American Community is its castigation—"adventurers" and "carpetbaggers" alike—by the administration of Governor Harrison who, through a mistaken concept of his countrymen greater than that of any previous American official, through his complacency to native intrigues and politics, lent himself and the power of his office to all that was deterrent to American faith, precept, and prestige—American officials of long standing accomplishment were summarily retired and local native politicians, without experience, were elevated to positions of trust requiring a wide knowledge and versatility. The "carpetbaggers" thus became "adventurers," for they were soon absorbed into the business life of the community.

Soon after this amalgamation of the two elements of the community had taken place an effort was made to bring it into unity, but the various groups constituting it had been isolated so long that unity on the basis of business interests was impossible. The group idea had proven satisfactory to the groups and had been evidenced in forceful and satisfactory ways for there are three physical monuments to group energy in the city of Manila: the Masonic Temple, the Army and Navy Club, and the Elks Club; three splendid modern buildings, up to date in every respect, giving fine service to the groups creating them.

Under the muddled and meddling administration of Harrison the American Community would have ceased to progress, and probably to exist, had it not been for the World War. Impartiality of administration was shown by greater partiality than ever. The racial line was drawn to an alarming degree and the two races representing all the potentiality and possibility of progress gradually drew apart until there was left but a shred of the cordiality and respect which had been generated by over a decade of work for the betterment of the country and its people. The lust for power was rampant, and as the political leaders usurped the exercise of sovereignty delegated by the people of the United States to Governor Harrison, they grew ruthless in the use of authority and one day attacked an Act of the Congress of the United States, in its application to the Philippines, and through power of government acting against individuals of the community attempted to force compliance on the part of Americans and American-controlled organizations to the mandates of the political oligarchy opposing the Act. Then, once more, the American Community shed its docile aspect and kicked its dormant sensibilities out of the window and waxed warm and indignant. Out of the ruck came the American Chamber of Commerce of the Philippine Islands, organized twenty-two years, two months and two days after Admiral Dewey broke down Spanish power and the work of putting the Filipino people on the map of the world had commenced.

It was organized with a larger membership and a greater capital than any other American Chamber outside the homeland. It represents every phase of American business and interest in the Philippines and is taking the place of a legation to the citizens of the United States residing in the Philippine territory, irrespective of whether they are members of the organization or not. It proposes to be heard on every subject affecting the business or political life of the community. It proposes in all matters: first, to suggest a remedy; second, to ask for its application; third, to demand its application; and fourth to fight for its application, if the other processes are not successful. As a militant body standing on the broad principles of Americanism and fair play it is the greatest power for good to the American Communities of the Far East today. Owing to the fact that the community never has had any direct political or other contact with the Congress of the United States, and that it never can have an official appeal made for it, it is going to couple itself with the homeland by means of an unofficial representative in Washington, through whom it will take up its desires direct to the deciding voice in the destiny of the race in the Orient-the Congress of the United States of America. If its desires are accomplished and the flood of the Anglo-Saxon people is not thrown back upon itself, the Philippines and the Orient will become the place of the most rapid development the world has ever seen.

(Continued on page 11)

### Schedule of Chamber Guests from the Pacific Northwest

Mr. C. W. Rosenstock and the other two members of the Reception Committee of the American Chamber of Commerce, Mr. Ray W. Berdeau and Mr. A. G. Henderson, have arranged the following schedule of entertainment for the members of the Chambers of Commerce of the Pacific Northwest who are to arrive in Manila on the maiden trip of the Admiral Line's beautiful ship, the Wenatchee, on Friday morning, May 20th.

Arrangements have been made to give the visiting party the courtesy of the Port of Manila, and the following members of the American Chamber of Commerce, who have been delegated to assist the Entertainment Committee, will meet the Wenatchee at the outer breakwater to greet the visitors:

H. L. Heath H. J. Belden B. A. Green R. A. McCrory Joseph F. Marias Frank B. Ingersoll L. E. Hamilton E. C. Ross F. H. Stevens

A. J. Gibson

V. E. Miller

C. M. Cotterman Stanley Williams E. E. Elser Walter E. Olsen J. B. Armstrong J. T. Kinney L. C Moore C. S. Stocking B. I. Miles H. Edmund Bullis Albert Bryan

On Friday noon, there will be a tiffin in honor of the guests at the American Chamber of Commerce. Later they will all be taken to Bilibid Prison to see the retreat, and then for an auto ride to see some of the suburbs of Manila, including Fort William McKinley. At 6:00 p. m., the visitors will be tendered a Tea Dance by the Philippine Chamber of Commerce at the Hotel de France. The next day, Saturday, the Rotary Club will give a luncheon at the Manila Hotel at 12:30 p. m., in honor of the visiting party and the members of the American Chamber of Commerce. At the same time, the visiting ladies will be entertained at tiffin at the Elks Club.

On Saturday afternoon at 5:00 p. m., a tea dance will be held at the Polo Club for the visitors.

Arrangements are being made to take all the visitors who desire to make the trip to Pagsanjan Gorge on Sunday.

The Wenatchee is due to sail the evening of May 22nd.

#### LIST OF GUESTS

This list is not complete but is the only list available at time of going to press:

CAPT. J. S. GIBSON, Chairman of Party.

Chairman, Seattle Chamber of Commerce, Naval Affairs Committee.

President, International Stevedoring Co. President, Washington Stevedoring Co.

E. G. ANDERSON,

Vice-President pro tem, Seattle Chamber of Commerce.

Chairman Foreign Trade Bureau, Seattle Chamber of Commerce. President, Western Dry Goods Co.

H. C. HENRY.

President, Metropolitan Bank. President, Pacific Creosoting Co. Railroad Builder.

J. H. Fox.

President, Commercial Boiler Works. Former President, Arctic Club. Trustee, Seattle Chamber of Commerce.

F G. FRINK,

Vice-President, Washington Iron Works.

Secretary, Douglas Fir Exploitation and Export Company.

D. Rodgers, Shipbuilder.

J. Q. CLEMMER, Proprietor, Clemmer Theaters.

B. F. BATTERSBY, Cigar Merchant.

Secretary, Seattle Chamber of Commerce.

H. F. COMPTON, Lumberman.

C. F. SEEGER. Milwaukee Railroad Co.

F. O. FINN. Milwaukee Railroad Co.

CHESTER THORNE. Vice-President, Admiral Line, Banker, (Tacoma).

H. G. Shaw.

R. D. EMERSON.

E. C. RICHARDS.

G. STROBLE.

#### Visiting Ladies

Mrs. J. H. Fox

MRS. C. E. HILL

Mrs. F. G. Frink Mrs. D. Rodgers

Mrs. J. Q. CLEMMER

MRS, B. F. BATTERSBY MRS. CHESTER THORNE

MRS. H. G. SHAW

Mrs. R. D. Emerson

Mrs. E. C. RICHARDS

MRS. W. C. FILSON

#### WEEKLY LUNCHEONS

President Heath has decided to resume the weekly luncheon feature of the Chamber commencing Wednesday, May 25th. Arrangements are being made to secure interesting speakers for these luncheons to speak on some live topic before the members of the Chamber.

#### A. C. OF C. CLUB ROOMS BE-COMING MORE POPULAR

Every month the average daily attendance at the Chamber increases. In the morning there is always a good attendance at the Coffee Club, and all during the day many drop in to keep business engagements.

Miss Larson, the public stenographer at the Chamber rooms, is always on hand to take down the minutes of any meeting being held and is also ready at all times to take personal and business dictation from those who come to the Chamber.

#### OUR COVER PAGE

What would the Philippine Islands be without coconut trees? The practical uses to which the coconut is put by the Filipinos, if compiled, would completely fill this magazine.

The native, in his nipa shack nestling in the shade furnished by a coconut grove on the shore of the ocean, is the most independent person in the world. When hungry he can eat coconuts. When thirsty, he has plenty of tuba at his disposal. His house is thatched with coconut leaves. His fish and rice is cooked over coconut shell fires and served in coconut shell dishes. His carabao is fed on copra meal. His wife uses coconut oil on her hair and she bathes the baby with a coconut bowl. When the banca leaks, it is calked with coconut shell scrapings. When the Filipino is in need of money for clothes, a few coconuts can be sold. This is the life!

Among the commercial coconut products are coconut oil, soap, pomade, toilet articles. vegetable butter, vinegar, dye, dessicated coconut and coir, which is made into mats, brushes, brooms and rugs Excellent pies, custards, ice cream and candies are also made from coconut.

The coconut tree shown on the cover page has about two hundred nuts, an excellent yield. The average yield from a full grown tree is generally not over sixty nuts. Approximately seventy-five million coconut trees have been planted in the Philippines and coconut products rank second in our export trade. Tayabas, Laguna, and Zamboanga provinces lead in coconut production in the order named.

# The American Chamber of Commerce Journal

OFFICIAL ORGAN OF



#### EDITORIALS

#### Our Bow to the Public

The American Chamber of Commerce of the Philippine Islands has over one thousand American members who are scattered throughout the whole archipelago, from the Sulu Seas to our northernmost province.

Up to the present time, there has been no trade publication published in the interests of the Americans in the Philippines, and the Directors of the Chamber have decided to publish, every month, the American Chamber of Commerce Journal. The purposes of this journal are to work for better co-operation among the American interests in the Islands, to keep our members informed as to what the Chamber is doing and last, but not least, to let those living outside the Philippines realize what the American stands for in the Philippine Islands.

This is our first issue. We hope it interests you enough that you will read it regularly. Suggestions as to improvements in the Journal will be gladly received by the Chairman of the Committee on Publication of the American Chamber of Commerce Journal, Mr. C. W. Rosenstock, or by the Editor, H. Edmund Bullis.

### The Wood-Forbes Commission

On behalf of the American citizens residing in the Philippines, the American Chamber of Commerce welcomes the Wood-Forbes Commission to the Philippine Islands.

The American Chamber, and each of its members individually, stand ready and anxious to aid this Commission in any way and at any time.

### Boom Times Ahead

The reports from Washington regarding the proposed fifty million dollar terminal facilities for the Philippine Islands are most encouraging. If this project goes through, it will mean that Manila will become the leading trans-shipping port in the Orient. It will mean that feeder lines to Japan, China, Straits Settlements, Java, and the other Asiatic countries will bring their freight to Manila for shipment to the rest of the world. It will mean that Manila will become the Far Eastern terminal for the Pacific Lines instead of Hongkong. This fact will bring millions of dollars to Manila every year for the payment of food supplies and the repairs of vessels, for these boats will lay up in Manila to be overhauled for about a week each trip.

A great part of this fifty millions will be spent for labor and material in the Philippines, which will mean great prosperity.

Every American in the Philippines will be affected by this great project if it goes through, and every American should do all in his or her power to boost for this new project, and take advantage of every opportunity to work for the passage of this appropriation to make Manila the premier port in the Far East.

# The Philippines Bid You Welcome

The Philippine Islands have been honored at different times by visits of Congressmen, business bodies and other commissions from the United States, but none of these visits have been as important as the present visit of the representatives from the Chambers of Commerce of the Pacific North West.

Undoubtedly, as a result of this trip, a better understanding will be had and many new connections will be formed, which will be of mutual benefit to the Philippines and to the Pacific Northwest. The Philippines have many products which can be more largely used in the Pacific North West and with the much improved transportation service, it is now much easier and cheaper to ship the manufactured goods from Seattle, Portland and Taconia to the Philippines than to the Mississippi Valley. Furthermore, the competition for the sale of these goods in the Philippines is not as keen as in the United States.

At the present time, comparatively little capital has come from the United States, and no one part of the United States has made a bid for the supremacy in Philippine trade. Seattle, Portland and Tacoma have a wonderful opportunity of obtaining the bulk of the trade of the Philippines, if the citizens from these cities show the proper inclination to help in the development of our many natural resources.

These cities, during the last few years, have undoubtedly prospered as much, if not more, than any other large cities in the United States, due to the ship-building and other industries. Many millions of dollars have been made by the great lumber industries there, and the Philippines to-day need, not only part of this money to develop its virginal forested tracts, but also the practical knowledge and ability of these lumbermen, who have made such a decided success in lumbering in the Pacific Northwest.

There are many other kinds of industries which can be developed by the proper co-operative effort of the Americans in the Pacific Northwest and the Americans of the Philippine Islands, and it is hoped that every member of the visiting party will go home enthusiastic about the Philippine Islands and with the intention of interesting his fellow citizens in the wonderful trade and development possibilities in the Philippines.

# Our New Secretary of Commerce

Mr. Hoover's acceptance of the post of Secretary of Commerce in President Harding's cabinet is a sign that the foreign commerce of the United States during the next four years will be under particularly capable official direction. It needs it. For, while it is a truism to state that the success of our foreign trade depends on private enterprise, much in the way of aid and comfort can be rendered through a department run in truly broad gauge fashion and fortified by a comprehensive knowledge of international commercial affairs.

That Mr. Hoover can bring such knowledge to bear goes without saying. His past career amply proves the fact that he is fully alive to the importance of foreign trade as a fixed national policy, and he can be counted upon to further this policy in every way. His request for a free hand in the direction of his department serves as advance notice to the foreign traders of the country that the department of commerce will be run for their best interests entirely free from political control.

The fact that one of his first official acts was to recommend the passage of the Dyer Bill, which has just been passed by the House of Representatives, shows that he is deeply interested in the interests of the American organizations operating in foreign fields.

The American Chamber of Commerce Journal feels sure that in congratulating Mr. Hoover on his appointment and in wishing him every success in his new undertaking it is reflecting the sentiment of all the Americans in the Philippine Islands.

#### Chamber Activities

The largest job the American Chamber of Commerce has on its hands is the co-ordination and compromising of human ideas and ideals affecting the life of the American community in the Philippines. The ideals have been brought from the homeland and are in constant conflict with political and business questions arising here. Politics should be the hand maiden of business but unfortunately in the Philippines business is the hand maiden of politics and, as political questions come and go, so comes and goes business and with the coming and going of business the health, happiness, comfort and prosperity of the community varies. There is no stability and in the effort to obtain stability comes the necessity for the co-ordination of ideals and ideas. Futile idealism seems to be the predominating characteristic of the country and with it comes a wealth of ills to be remedied.

Some considerable criticism has been directed against the Chamber for its apparent interest in political questions but careful thought on the part of the reader will no doubt convince him that almost every business question is affected by the political state of the country and that anything that is done to remedy business conditions will find its way into political offices.

The passage by the chamber of the territorial resolution asking for "a territorial government under the sovereignty of the United States of America" is its effort to create a stable political system upon which stable business can be built up.

The resolution requesting the fortification of Guam and its establishment as a strong naval base had for its object the protection of the territorial government and the security of the flag in the East.

The resolution covering the removal of the dry dock Dewey to a place in the rear of the protecting guns of Corregidor was another effort for security and the economic functioning of the dock in the repair of the new merchant marine of the United States.

The resolution covering the actions of shipping board sailors in this port and other ports of the Far East had for its object the betterment of the merchant fleet and the preservation of the prestige of the United States in all the ports of the world.

The resolutions and efforts of the Chamber in the matters of exchange, interest, finances and currency were for curing impossible conditions slowly sapping the lifeblood of the community.

The effort made to settle the newspaper strike had for its object the preservation of the right of free speech and opinion.

The installation of Judge Williams in Washington as the representative of the Chamber was for the purpose of correcting unfair discrimination, directed without proper thought, against Americans resident in the Philippines.

The appointment of a representative Committee of business men for the purpose of devising proper statements of what the American Community wanted is an effort to help the Commissioners now here to get the American position in matters affecting their future in the Philippines.

The resolution of the Chamber on the dilatory tactics of the Philippine government in meeting its current obligations to business men and the consequent executive order by Governor Yeater was for the purpose of healing a very stringent necessity of the business community to cover its obligations as quickly as possible.

The resolution of the Chamber advocating the consolidation of the charitable efforts of the community insofar as they affect Americans is for the purpose of economy and fairness to those of us who fall by the wayside in this acute period of depression.

The resolution covering the deplorable condition in hemp and the suggestion of a remedy was an effort to cure a situation which is affecting every business in the islands, as hemp is the basic article of export and any disturbance in its steady movement is reflected immediately in our credits abroad.

The provision of a centrally located meeting place for the membership is for the purpose of exchanging views and the elimination of radical thought on the many perplexing questions up for the community to solve.

The institution of weekly addresses is for the purpose of disseminating useful information and the contact of the community with worth while outside ideas.

There has been so much done during the weekly sessions of the Board of Directors that space forbids its publication but a knowledge of what has been done can be obtained by any member in looking over the minutes of the meetings on file with the secretary, a copy having been provided for this special purpose.

-H. L. HEATH.

#### THE AMERICAN COMMUNITY

(Continued from Page 8)

The political and business slogan of the American Chamber of Commerce: "A territorial form of government under the Sovereignty of the United States," is the end of the fourth phase of Americanism in the East.

The fifth phase of the American Community is in the future, and its future is definitely dependent upon the American Merchant Marine, as was its first phase. Our trade will either rise or fall and it will depend entirely upon the implements of movement. As these implements increase, American business and the number of individuals of the community will increase, and as the implements of movement-the merchant fleet-decrease, so will business and the number of individuals decrease. The future commenced with the arrival of Governor Forbes and General Wood, both of whom are now busy writing the future of the American Community in the Philippines. We hope they will recognize that the seat of American prestige, the entering wedge of American Commerce in Asia, is the Philippines; that the Governor-General must not be secondary in importance to the Ambassador of Japan and the Minister of China, that he is the keystone to the arch of American prestige in the entire Orient; that the Philippines are a business proposition, not a political one; that the health, wealth, happiness and comfort of the Filipino people depend upon years of proper schooling and that government is safe in their hands only when they are truly Anglo-Saxonized; that political Governors-General have been proven inadequate, the business administration of Governor Forbes and the political administration of Governor Harrison proving this; that the best men in the United States are not too good for Governors; that the American Community wants and prays for such men as Wood, Forbes, and Hoover to be sent here.

Men smaller than these are impossible.

## MEMBERSHIP IN THE AMERICAN CHAMBER OF COMMERCE

At the present time there are one hundred and twelve active members, six hundred and fifteen associate members and two hundred and eighty-one affiliate members in the American Chamber of Commerce of the Philippine Islands.

The initiation fee for active members is \$\mathbb{P}1,000.00\$; for associate members it is \$\mathbb{P}25.00\$ and for affiliate members \$\mathbb{P}2.00\$. The dues for active membership are \$\mathbb{P}10.00\$ per month; for associate membership \$\mathbb{P}5.00\$ per month and affiliate members pay no dues.

#### OUR NEXT NUMBER

The next issue will be published June 25th. Among the feature articles will be "The Present Piece Goods Situation" by R. A. McCrory, President of the Insular Commercial Company, Ltd., and "Pearl Button Manufacture in the Philippines" by John R. Wagner, of the Pacific Commercial Company.

The July issue will contain a new photographic section under the heading "Interesting Activities in the Philippines," which will feature the visiting delegation from the Pacific Northwest.

### The Logical Center of Shipping in the Orient

JOSEPH F. MARIAS

of the United States Shipping Board

COMPLETE analysis of the needs of the Philippine Islands for the development of her commerce is entirely too long for the purposes of this article. In dealing with this subject, it is necessary to take into consideration the entire commercial situation, as well as the future possibilities of commercial development. This, because of the tremendous latent possibilities of the great virgin lands of the Philippine Islands, is a difficult task, requiring extended experience and detailed observation. Owing to my being a comparative stranger, I am not as well informed as are many of the readers, but I may be able to present a few facts of interest which have escaped observation, because a new eye may see that which an accustomed eve may overlook because of long association.

As these Islands are dependent to a great extent upon the United States for machinery, textiles, canned goods, and manufactured articles, one can readily see the great importance that is attached to the efficient and economic handling and re-handling of these commodities. Not only is Manila at a decided disadvantage in the handling of these commodities, because of her inadequate facilities, but the outside territories, which are dependent upon Manila as their transhipping point, are a great deal more handicapped, since they must put up with the conditions at Manila, and Inter-Island transportation situation as well as with their own local lack of facilities. This unsatisfactory situation places an unnecessary tax on all imported articles sold to residents of the Islands; and not only this, but the freight for transportation on Inter-Islands vessels is entirely too high, caused primarily by the lack of proper shipping facilities at the port of Manila and at the out ports of the Islands.

These conditions place the consumer at a tremendous disadvantage, as he is required to pay proportionately his share of the excessive and inefficient handling costs and insurance. It also imposes an unnecessary tax upon production, the cost of which must, of necessity, be very much higher than it should be. The products of the Islands, for example, hemp, sugar, and copra, must be sold in the world's markets in competition with corresponding products of other lands. Granting that this is the case, it must be readily seen that both the handling of incoming cargo and of outgoing cargo play a tremendous part in the marketing of the unlimited products of these Islands. The producer is shipping at a decided disadvantage, because the prices of his commodity are established by the world's markets, a condition over which he has absolutely no control. As a result, therefore, the producer, in order to sell his products, must sell at the market

price and absorb all costs of handling, freight, insurance, and bear all risks. This being the case, too much stress cannot be laid on the importance of educating the entire populace of the Islands in the importance of efficient port facilities.

No matter how many vessels are operated in the local trade, or how many ocean-going ships call at the ports of the Philippine Islands, the situation will not be improved unless the port facilities are such as to allow freight to be loaded and discharged in the best, most economical and expeditious manner. It has been proven by past experience that, unless proper termini are available, it is impossible to operate vessels economically, and the vessels and trade will go to those places, which, in addition to their commercial resources and economical wealth, also have the proper port facilities for the loading and discharging of their cargoes. As an example, it may be cited that plans are now being considered by the States of New York and New Jersey for the expenditure of millions of dollars in providing New York City with a unified, modern terminal system, so that cargo can be transferred from ship to ship or rail to water with the least possible confusion, delay, and expense. These plans, if carried out, will create a terminal that is amply sufficient to care for all the needs of the port of New York, and will be capable of indefinite expansion without further alterations of the main terminal system and plan of operation. No better example than this can be given of the truth of the maxim that a transportation system is only as strong as its termini. It is an economic blunder to operate a port with inadequate or antiquated machinery and facilities.

In discussing the development of Philippine ports to meet their present requirements and further needs. I wish to make it plain that I do not believe in expending a great amount of money at one time, far in advance of the actual necessities of the moment. The proper method is, to first lay out a plan to be followed which will meet the present requirements, and which will be capable of expansion to meet the demands of future commercial development and growth; and to build the only necessary docks, warehouses, and other facilities as needed. In this way the port will always be modern, this being the most important feature in port development, and the determining factor in holding its position in the commercial world

We must bear in mind that, no matter whether the Philippine Islands remain an American possession or obtain their independence, because of the present relationship between the United States and the Philippine Islands, and the influence of American

ideals and ideas, Manila will always be regarded as the American port of the Far East, and the Philippine Islands will always be one of our primary sources of those supplies which are so badly needed by the United States in its industrial and commercial development. Because of these things, it is the duty of the United States to further the development of the Philippine Islands, and particularly that of Manila, for their own best interests, and Americans in these Islands, or interested in them, must take a more active interest in improving this situation, and take the initiative in the installing of improvements.

The port of Manila, in addition to its preeminence in the Philippine Islands, has now the opportunity of becoming one of the most important ports in the Far East. This is the result of the present economical situation, the recreation of the American Merchant Marine, and of what is the greatest importance, the fact that Manila will not be held back in its future development by past construction, which must be scrapped at a great expense in order to create a modern and efficient port. When considering the necessity for, and the proper development of, the port of Manila, one must take into consideration that the leading ports of the world are International Termini, and are considered in no other way. Of course terminals and port facilities must be developed, in order that the greatest good can be derived therefrom, to the benefit of local conditions; however, we must not lose sight of the fact that the termini that are accommodating deep water vessels, carrying freight to and from the world's markets, are of International interest and importance. In developing the port of Manila, which, because of its geographical situation its own wonderful productive possibilities, its untouched hinterland, and its relationship to the other wonderful productive countries immediately adjacent, such as China, Cochin-China, Java, Celebes, etc. the problem of internationalizing the port of Manila must be seriously taken into consideration. At the present time there is practically no Philippine deep water shipping, and therefore Manila is, in the strict sense of the word, an International port, because only vessels of other nations ply back and forth, from and to the outside world. The problem is one of tremendous proportions, and therefore is one that requires a great amount of serious thought, study, and research by capable men. The study of the development of the port of Manila should be made from the basis of standardizing its facilities, as nearly as possible with a view of meeting the most modern requirements of today. The port facilities must of necessity keep abreast of the tremendous advancement in ship construction. In this connection it may be mentioned that shipping authorities prophesy the use of the 30,000 ton vessel on the Pacific. No better example of this can be brought to the attention of the readers, than to ask them to visualize the situation of a very old vessel handling cargo, in comparison with the handling by latest and modern ships of today. If we are to expend huge amounts of money for the developing and keeping abreast of the times in ship construction, it is quite evident that these vessels must, because of their modern appliances, etc., do business with modern ports. Therefore, if Manila is to expect its trade to be developed to the highest point of efficiency, it must meet the requirements of the modern vessels. In the United States, England, Japan, etc., in the past few years, vast improvements have been made, and are still going on today. One may visit various shipyards, and in comparing the shipyards, take cognizance of the wonderful changes. The art of building ships is of course one that will continue its advancement in keeping with the progressive strides of other engineering sciences and, therefore, in planning for Manila's future development. I reiterate it as my opinion. that the plan only should be accepted for the future, and that we should never jeopardize our position by building too far in advance, or at the wrong time, in trying to keep abreast of the times. Internationalizing the port also means that it will draw through the Feeder Services from the adjacent countries, and the future of Manila will be determined by its drawing power as an assembling, distributing and transhipping point. My belief is that it is extremely feasible to expect that Manila will be developed as the greatest transhipping point in the Orient, and I see no reason why it should not be; however, unless the port is internationalized to the extent of being capable of expeditiously and economically handling vessels from all nations of the world, and unless it is always kept up to modern standards, this feat will never be accomplished. If Manila is to take and hold the position to which she is justly entitled as a premier port, by reasons of her geographical situation with reference to the continent of Asia, to Japan, and to the Malavan Islands, and to the enormous natural resources of the Philippine Islands themselves, her port facilities must be modernized, and the operation, regulation, and management must conform with international customs and requirements. In recent years many of the large steamship companies of several nations have taken great interest in the Islands and have made tentative proposals for improving the port of Manila for their mutual benefit, but that interest was apparently not reciprocated on the part of Manila. This attitude is wrong. Under the present strenuous competition, if a steamship company cannot obtain efficient facilities at a port, that port, of necessity, may be eliminated as a major port, and not be relied upon as a base of operation.

The recent proposed law creating a Board of Harbor Commissioners for the port of

Manila was an effort in the right direction. Efforts of this sort should receive the hearty support of everyone, as all are in a position to aid in some manner, and can, at least, indicate their desire for the improvements of the port. It is of no avail to build the most modern port facilities, if, after they are constructed, the management is not efficient, and it is not possible to economically operate a port which has not the proper facilities. These two features are inseparable.

With regard to the outlying ports, the Philippine Islands have been most fortunate in the fact that nature has constructed a number of fine natural harbors; but, no matter how perfectly nature has done its work. without the proper facilities, the most natural harbor in the world is of but little value. The efforts made to improve the smaller ports in the Philippines have not been successful, since, as a rule, insufficient funds have been appropriated to start them in the right direction, and such funds as have been appropriated were in driblets, so that improvements have been made erratically, and apparently not based on a comprehensive plan. This has resulted in an expenditure of public funds without commensurate results.

It appears to me that if the Philippine Government desires to develop the latent resources of her unoccupied lands, as is indicated by her activities in advising young men to establish homesteads, it is necessary in the first place that she stand the initial expense of building suitable ports, and installing facilities, which will enable these pioneers to market their products after they have improved the land and have something to sell. They must be encouraged. If they are not, stagnation will set in to the decided disadvantage of all concerned. No matter how earnest his efforts are, a man's work will be wasted because of the lack of facilities. and the excessive cost of placing his products on the market in competition with other districts and countries. After the ports are developed the district should be charged with the duty of maintaining the facilities and improving them from time to time. I am sure that this can be done, because, from my own observation, I find, in many instances, that money is wasted by the shippers in paying excessive and unnecessary handling charges, that could be utilized in maintaining modern and efficient terminals. A portion of this money, if collected in port charges at an efficient terminal, could pay for its operation and even ultimately refund the initial cost with interest. The excessive freight charges and delays are a tremendous handicap on products shipped from the smaller ports, and many of these are unable to compete in the world's markets, except during periods of excessively high prices. This situation also affects the Philippine Government by reducing its income, since its income tax is based on net profit. If modern methods had been applied, this would not be the case, and, even at this date, the situation can be saved by prompt and efficient action which would benefit everyone in the Islands, increase the financial resources, and stimulate trade, to such an extent that the government income therefrom will ultimately be on a firm foundation.

By the proper development of the outlying ports, the Inter-Island steamship service will be improved to the benefit of the shipper and to the shipping companies. At present the freight rates are extremely high, because of the excessive delays and cost of handling the cargoes. Many of the ports are so geographically situated that, if modernized, it would only be a small diversion for large oceangoing vessels to call for freight; but, under the existing conditions, this is impossible, except in the cases of one or two ports, and the situation at those ports is such that the delays incident to loading and discharging freight is so great, that an additional charge is made, or else vessels refuse to call except for very large quantities of cargoes. By enabling ocean-going vessels to call at the smaller ports, the opportunities of the adiacent territory will be greatly improved and their development insured, as their products will not suffer from the present handicap of high freights and handling charges, and the cost of imported articles will not be so exces-

It has been my purpose to set forth some of the features that appear to me to be of the most vital importance, before the Philippine Islands can ever hope to acquire a real and lasting prosperity, as well as economic commercial independence. This situation has existed for many years, and, because of this fact, it may have ceased to appear of such vital importance to those who have long resided here. As a result of my recent trip to the Southern Islands, the necessity of improvements has been most forcibly impressed upon me, together with the firm belief that the importance of this matter should be firmly impressed upon everyone of the necessity of combining their efforts; and that we, as Americans, and particularly the American Chamber of Commerce, should put forth every effort to assist in improving and in remedying this situation.

English Attempts to Revive Vegetable Oil Industry.-Measures are under consideration in England to resume their vegetable oil industry, which was temporarily suspended as a war necessity. During the war, oil mills sprang up at the sources of raw material, and in India, the crushing of seeds and copra for their oil has developed into an industry. The English want to take back the industry by either of two methods, namely, a preferential duty on export of oil seeds and copra from other members of the British Empire-especially India, a source of vast supplies of oil seeds-or the adoption of a system of rationing and licensing for exports of seeds from India with duties on importation of oils and fats into the United Kingdom. Of oil seeds alone, in normal years, India produces over 5,000,000 tons, worth about £50,000,000. About one-third is usually exported.

## The Effect of Double Taxation on our Foreign Trade

By DANIEL R. WILLIAMS

EDITOR'S NOTE: This article is the text of a speech delivered by Judge Daniel R. Williams, Representative of the American Chamber of Commerce of the Philippine Islands in the United States, before the convention of the National Foreign Trade Association at Cleveland, Ohio, May 7th, 1921. Judge Williams wrote an article on the same subject which appeared in the March issue of The Americas, the widely circulated magazine published by the National City Bank of New York City.

The old story of the lawyer advising his client he could not be put in jail for a certain offense, only to be told he was in jail notwithstanding, resembles somewhat our attitude toward this matter of double taxation. Given the vast sums spent in recent years upon a merchant marine and other foreign trade agencies, and the fact that an export market is absolutely essential to the prosperity of our people, most persons would naturally say it was impossible that our Government should penalize the efforts of those upon whom the very life of such trade depended. Like the lawyer of the story, however, their conclusion is confuted by the facts, our Congress having actually perpetrated this apparently impossible thing by its Revenue Act of 1918. Under authority of that law it undertakes to chase our nationals to the ends of the earth, to ferret out the income derived by them from their wholly foreign business, and to collect thereon the exorbitant tax rates provided for resident Americans. It deliberately works this handicap and hardship upon our foreign business despite the fact that nations old at the game, and who are in direct competition with us, do not besitate to exempt their foreign merchants from the burden of home taxation

Were it not that we are facing a condition and not a theory, the observation would be trite that you cannot develop a worth-while foreign trade without foreign traders; that is, resident nationals in the various trade centers of the world where business is done. To compel American ship owners and American import and export houses to rely upon foreign agents abroad is to invite almost certain failure. It is altogether natural that the nationals of competing nations should divert business to their own countries and to their own shipping whenever and wherever the weakness of American competition makes it possible.

The commanding position achieved by Great Britain in her overseas commerce is due in very large part to the presence of British resident merchants in practically every port and market of the world. The encouragement offered such merchants is evidenced by the fact that today, despite the urgent need

of Great Britain for revenue, no tax is imposed upon the local income of British subjects resident abroad. This attitude of cooperation and helpful assistance assumed by Great Britain toward her nationals engaged in foreign business, is followed by practically all the great trading nations of the world. Our Government, however, with its expensive and elaborate foreign service organization, has failed utterly to recognize the essential rôle played by its foreign merchants, and the imperative need for safe-guarding their interests. Instead of extending help and protection to them, or offering encouragement to those who might be induced to venture their capital and efforts abroad, it burdens them in such manner as to render success doubtful if not impossible. No American can establish a business in any foreign country today without facing the fact that the disadvantage worked him by this income tax requirement may nullify his efforts and leave him at the mercy of his more fortunate rivals. Those who have actually sat in this foreign trade game realize that the odds are already great enough against them without stacking the cards in favor of their more experienced opponents. An even break, with a fighting chance for success, is the least our pioneer trade missionaries have a right to expect in the struggle they are making to create and develop new markets for American products. Any person who has striven for success in sport or business will know how killing a handicap of this sort may prove. It is certainly anomalous for our Government to insist upon the one hand that the needs and prestige of the United States require that Americans engage in foreign service and undertake foreign ventures, and at the same time voluntarily start them in the race with this tax burden upon their backs. To expect them to win in such case against competitors trained to the minute, and carrying no weight, is to ask the impossible.

The situation thus painted cannot be dismissed as mere special pleading. The evidence which comes from every quarter of the globe as to the discrimination worked by such tax against Americans and to the advantage of their competitors, is too unanimous and too overwhelming to be questioned or minimized.

Another fact to be emphasized, and upon which some confusion exists, is, that in seeking exemption from this tax there is no effort or purpose on the part of our nationals abroad to escape a legitimate obligation. The protest is not against being taxed *per se*, but against being compelled to pay this particular tax when others, with whom we are competing for a proper place in world commerce, suffer no such burden.

A further important consideration apparently forgotten or overlooked by our legislators is, that the incidence of a tax applied within the United States is or may be altogether different from that of the same tax when sought to be applied beyond our borders. In the former case such tax, whether collected as customs dues or otherwise, is uniformly added by the persons affected to the selling price of their products, whereas such a recoupment on the part of nonresident Americans may prove utterly impossible. It is prima facie that our foreign merchants must meet the prices of their competitors or go out of business. Where these prices are fixed, however, by persons who pay no such tax but who handle identical products, the consequences are apparent. The American is compelled, if he does business at all, to liquidate this additional demand upon him out of profits. Argument is superfluous to convince that this cannot be done for any length of time, as profits equivalent to this exorbitant tax are not possible in modern competitive business. As the law now stands an income of \$100,000.00 must pay a tax of \$31,190.00, while upon an income of \$600,-000.00 the Government takes \$375,190.00. Payment of such enormous amounts as these is only possible where the burden applies uniformly upon all persons engaged in the same business or calling. It is not possible to our resident merchants abroad, whose competitors are exempt from any such payment.

The stock argument-and the only one so far as we know-in favor of taxing the wholly foreign income of non-resident Americans, is that they receive protection from our Govvernment and should therefore contribute to its support. Possibly the less said about the measure of protection which has been afforded American interests abroad the better. Certainly the testimony of those with actual experience of the facts-whether in Mexico or elsewhere-would show the price charged to be out of proportion to the service rendered. Should we concede, however, that our Government exercises the same vigilance over the rights and interests of its citizens abroad that it does over those at home, this hardly justifies the suicidal policy of taxing such nonresidents out of business. Given the titanic struggle now waging for trade advantage and commercial supremacy, and the fact that our competitors indulge no such tax vagaries. would it not be better business and better sportsmanship to hold that the services rendered by these adventurous Americans in blazing new avenues for American trade, constitute a sufficient requital for any protection afforded them by the Government? It is not clear that any revenue thus collected-and the amount must be comparatively negligible -is a high price to pay for the discourage-

ment of American enterprise abroad, for the inevitable loss to our producers and manufacturers at home, and for the diminution and possible elimination of American influence as a factor in world trade and commerce? The logical effect of this tax, if continued, must be to drive our citizens out of foreign communities where they cannot compete on even terms, or to give them a substantial inducement to acquire a citizenship less burdensome than ours. These consequences, through the law of diminishing returns, would eventually defeat the purposes of the Act,-without, however, repairing the damage already accomplished. On the other hand, the suggested exemption will not only fend to greatly stimulate our foreign trade, but will, through the increased revenue derived from profits realized by domestic concerns interested in such trade, much more than compensate the government for any loss suffered from the other source.

A patent illustration of the injustice and harm worked by this Revenue Act of 1918 will be found in its application to Americans residing and doing business in the Philippine Islands. Upon this phase of the subject your speaker pretends to speak with authority, having lived and done business in the Islands for twenty years.

To properly appreciate the disaster which now threatens American business men in the Philippines, and through them the trade and prestige of the United States throughout the entire Orient, a brief survey of what has thus far been accomplished in the Islands, and what they promise for the future, is desirable.

Upon American occupation the import and export business of the Philippines was almost entirely in the hands of foreign houses, who had every advantage of experience and trade connections in their favor. In the years between, however, American business interests have not only fought their way to a leading position in such trade and largely increased its volume, but have diverted the bulk of it to our markets. In 1899 the total imports and exports of the Philippines amounted to \$34,034,568, of which but \$5,388,341 was with the United States. In 1920 the total trade of the Islands amounted to \$300,567,139, of which \$197,567,139, or over 65%, was with the United States.

Given their strategic location and potential resources, the Philippine Islands have been pronounced by experts to be the richest and most favored tropical dependency in the world. It was Captain Robert Dollar, the far-sighted pioneer in Oriental trade expansion, who recently said: "The greatest field in the whole world for commercial development is China, with its population of a third of the earth's total inhabitants." The Philippines front directly upon this great territory, with opportunity to share in its tremendous commercial possibilities. They lie on the direct trade route between British India on the West, Australia, Oceania, and the Dutch Indies to the South, and China, Japan, and Siberia to the North,-being at the crossroads of one of the greatest trade routes of the world. They are assured abundant water transportation and reasonable freights by direct steamers to the United States and Europe, whether plying trans-Pacific or via the Panama and Suez canals. Manila has a deep-water, protected harbor, where ships of any draught can load and unload at substantial docks. One half the population of the globe lives within a radius of three thousand miles of the Islands. Hong Kong, Amoy, Shanghai, Nagasaki, Kobe, Yokohama, Saigon, Bangkok, Singapore, Batavia, Surabaya, and other important centers of population, all lie within a radius of fifteen hundred miles—or five days' sail—of Manila.

The Islands now produce or can produce practically every tropical product known to commerce. Sugar, copra, hemp, maguey, rubber, tobacco, rice, cacao, rattan, resins, tan-bark, spices, etc., are all successfully grown. There are also immense stands of the finest hard-woods, the demand for which in the world's markets is steadily increasing. In 1919 the United States imported tropical products aggregating in value over a billion and a half dollars, for practically all of which we were and still are dependent upon the goodwill and tariff regulations of foreign countries. In the one item of rubber alone, which enters so largely into our commercial life, the United States consumes about seventy-five per cent of the world's production, and controls less than five per cent of the sources of supply,a situation extending to many other essential tropical products. Of the tropical domains of the earth European powers now own fiftynine per cent; some 40.38 per cent are independent, while the United States controls less than one per cent. In the Philippines, however, the United States now has a latent source of domestic supply for tropical products sufficient to satisfy the wants of our people and liberate us from dependence upon foreign countries. Not only this, but such Islands furnish us an incomparable trade base for reaching and supplying the increasing needs of the teeming millions of the Orient and South Seas.

The United States Bureau of Foreign and Domestic Commerce, through its trade commissioner Paul Page Whitham, has already made a comprehensive survey of the harbor facilities and possibilities of Manila Bay, with the idea of creating at that point a great commercial and shipping center for American products. An inter-departmental committee, composed of representatives of the Shipping Board and the War, Navy, and Commerce Departments, has also made, or is now making, a detailed study of the project of making Manila an outpost for America's developing interests in the Pacific. The Wood-Forbes mission, recently sent to the Philippines to investigate local conditions, will also study and report upon the wider phases of the situation as they affect the security and welfare of the American and Filipino peoples. Now that the pendulum of world interest, commercial and political, is steadily swinging to the Far East, it is becoming increasingly apparent that the Philippines are the keystone of America's Oriental policy, and furnish a vantage point from which our country can play a leading rôle in the tremendous drama now unfolding in this new theatre of events.

What then of this Revenue Act of 1918 in its application to American business men in the Philippines, and to the plans and hope indulged for making of such Islands a base for our commercial expansion in the Orient? We state advisedly that unless the discrimination now worked by such Act to our Philippine interests is promptly and effectually relieved, the inevitable consequence will be to paralyze and destroy existing accomplishment, and render abortive every project formulated or in prospect for the future. What has transpired and is now transpiring is this:

The income tax rates of the 1918 Revenue Act were not extended to the Philippines, it being specifically provided that the rates of the 1916 Act, or such others as might be substituted therefor by the Philippine Legislature, should apply. Inasmuch as all taxes collected in the Islands accrue to the Insular Treasury, to have applied the excessive rates of the 1918 Act would simply have compelled Philippine business interests to contribute to their own treasury an amount in excess of their needs or their ability to pay. In consequence of this the normal income tax rate in the Philippines for 1918 and 1919 continued at two per cent, with a maximum surtax of thirteen per cent, while at present the normal rate is three per cent and the maximum surtax twenty per cent. As against this the normal rate in the United States for 1918 was twelve per cent, and thereafter eight per cent, with a maximum surtax throughout of sixty-five per cent.

The Philippines tax being general in its application, no discrimination is worked against Americans when considered simply as residents of the Philippines; in that regard they are on an equality with others doing business in competition with them. As citizens of the United States, however, their equality ceases. This Revenue Act of 1918, applying as it does to American citizens wherever resident, reaches around and seizes them in that capacity to the exclusion of their competitors of other nationalities. In other words, Americans are held liable for the exorbitant rates of the United States Act, while Filipinos, Britishers, Germans, Japanese, and trade rivals of every race and color, go their way unmolested. As these latter pay no tax to their home governments upon their Philippine income, it results that in our own dependency, and under our own flag, we penalize our own countrymen in favor of foreigners-to whom we owe no special obligation whatsoever. Certainly this injustice is not based upon any theory of special protection afforded our citizens in the Islands. The Philippines are domestic territory of the United States, and Americans enjoy no benefits and receive no protection from American sovereignty in the Islands which are not shared equally by Filipinos and resident aliens. The enforcement of this tax against one element of the community, therefore, to the exclusion of others engaged in the same business or calling, is class legislation of the rankest sort,—something absolutely prohibited in the States by our Constitution.

Americans in the Philippines have no voice or participation in the enactment of our laws, and this thing of taxing them for the benefit of the home government because of alleged protection received is not without analogy to certain events connected with our early history. In 1775, or thereabouts, Samuel Adams, Patrick Henry, and other of our national heroes, were British subjects. Great Britain was then staggering under a public debt incurred in foreign wars, in which the American colonies admitted a beneficial interest. Parliament imposed certain stamp taxes in the colonies, and Lord Grenville expressed great indignation because his fellowsubjects in America objected vigorously to being thus taxed by the sovereign government. The analogy fails in one respect only, i.e., that the British stamp taxes were imposed impartially in the American colony, whereas in our own dependency, the Philippines, the tax imposed upon local incomes by and for the benefit of the home government, applies exclusively to Americans. Had the prerevolutionary stamp taxes been imposed upon British subjects only, it is altogether likely the remarks indulged by Samuel Adams, Patrick Henry, et als., could not have been printed in our school readers.

The following comparison of payments required under the Philippine and United States Acts respectively, with the difference in tax against Americans, will show how impossible it must be for the latter to survive unless the evil is cured:

Income	Philippine income tax	United States income tax	Difference against Americans
\$ 10,000	\$ 235.00	\$ 590.00	\$ 355.00
25,000	910.00	2880.00	1970.00
50,000	2535.00	9190.00	6655.00
100,000	6985.00	31190.00	24205.00
200,000	18235.00	93190.00	74955.00
300,000	31735.00	161190.00	129455.00
400,000	46735.00	232190.00	185455.00
500,000	60735.00	303190.00	242455.00
600,000	77735.00	375190.00	297455.00

The American cannot add this extra tax to the selling price of his goods, nor can he possibly pay same out of profits. To enforce collection, therefore, means not only bankruptcy to him and the delivery of the business of the Islands into the hands of foreigners, but it means a deadly blow to the prestige and commerce of the United States in one of the most promising trade fields now opening to our markets. The question of individual loss or gain, vital as it is to these Americans who have done their level utmost to upbuild American trade and uphold American prestige on this far frontier, is insignificant when compared to the harm which will be worked on our people and industries as a whole. Let us hope, therefore, that our representatives in Congress assembled may realize the gravity of the situation, and apply the necessary relief, before the case passes beyond the stage of remedial legislation.

#### REPORT FROM OUR REPRESENT-ATIVE IN THE UNITED STATES, JUDGE DANIEL R. WILLIAMS

To the American Chamber of Commerce of the Philippines.

The demand for a revision of the Revenue Act of 1918 is general. It is now recognized that the excess profits tax has proven a detriment to business, and that its burdens-which were intended to be levied upon surplus gains -have in fact been passed on to the consumer. The same condition applies, though in lesser degree, to the income tax. The excessive rates now applied have encouraged investment in non-taxable securities and thus taken capital out of productive industries, while at the same time they have tended to stifle enterprise through the penalties imposed upon success. The excess profits tax will doubtless be entirely eliminated, and the heavy surtaxes now applied upon incomes will be materially reduced. Given the war indebtedness, however, and the still abnormal cost of operating the Government, it is imperative that a large revenue be derived from some source. How this is to be done with a minimum burden upon industry is the perplexing problem now facing our legislators. Among various measures suggested, and which is meeting considerable favor, is a Sales Tax, patterned after that now in force in the Philippines. Mr. John S. Hord, formerly Collector of Internal Revenue in the Islands, and later President of the Bank of the Philippines, is a strong advocate of such tax and is now cooperating with the Senate Finance Committee in drafting such a bill. Opposition to such tax has naturally developed, but it is principally among those who do not understand the workings of the law. The chances are in favor of its adoption.

In the matter of relief of Philippine-Americans from the discrimination now worked upon them by the income tax provisions of the 1918 Revenue Act, substantial progress has been made. From assurances given me by those who have the shaping of our revenue laws I feel safe in stating that the injustice will not be perpetuated. Whether the correction will be made retroactive, and relieve from the 1918, 1919 and 1920 taxes, is not so clear. It is extremely difficult to have Congress make a relief measure of this sort retroactive, particularly where it may involve the refund of moneys already collected. The arguments submitted in favor of making such relief include these back taxes are these:

- 1. That Congress never really intended to enact this class legislation in the first place, and the proposed relief would not be a concession but simply the correction of an injustice resulting from an unforeseen interpretation of the law.
- That if relief from this discrimination against American interests in the Islands is recognized as right and proper for the future, the enforcement of the tax under existing law would necessarily be unjust and inequitable.
- 3. That no machinery is provided by the Revenue Act of 1918, nor has any been installed by the Treasury Department, for the collection of this U. S. in-

come tax in the Philippines. Taxes and penalties have therefore accumulated for three years without any real fault on the part of those interested.

- 4. That, given the three years accumulation of taxes, the exorbitant rate, the existing financial depression, and the fact that competition of Filipinos and aliens—exempt from such burden—made it impossible to recoup any part of such additional taxes from sales, the inevitable effect of such enforcement would be to largely destroy American business in the Islands, to the discredit and eventual loss of the Government.
- 5. That only a comparatively small amount has thus far been collected under such Act from American business men in the Islands, with result that the proposed relief would not involve a considerable refund by the Treasury Department.
- 6. That any pecuniary loss suffered by the Government through rendering this act of justice, would be more than compensated by the protection and encouragement afforded our trade in the Philippines and the Orient, and the greater revenue which would accrue from producers and manufacturers in the States engaged in the import and export business.

The resolution of your Chamber, transmitted by Acting Governor-General Yeater under date of March 24th, furnishes an admirable statement of the results which would likely follow the enforcement of such tax, and I am sure it will help very materially in the struggle we are making.

Both Mr. Hord and Carl Clifford—now in Washington—are cooperating with me in every way possible in getting the facts before the proper parties. As heretofore stated definite action can hardly be expected before June, it being the plan to secure action through general legislation rather than by special Act. Everything possible will be done to make the relief retroactive, with a fighting chance of success

While I have naturally concentrated on securing relief from the effects of the 1918 Revenue Act in its application to Philippine-Americans, I have availed of every opportunity to convince that the taxing of nonresident Americans upon income derived from wholly foreign sources is short-sighted, and operates to the serious handicap of our foreign trade. Inasmuch as it is through this feature of the law that Americans in the Philippines are held liable, the elimination of such provision would furnish the necessary relief-at least for the future. In a referendum recently taken by the United States Chamber of Commerce, the vote stood 1252 against taxing non-resident Americans upon their foreign incomes, and 456 in favor of such tax. I have been working closely upon this phase of the case with Mr. O. K. Davis, Secretary of the National Foreign Trade Council, who has utilized his organization in the propaganda against such tax. The Eighth National Foreign Trade Convention will be held in Cleveland early in May, and the subject, "The Effect of Double Taxation on our Foreign Trade," is on the program for one of the regular sessions. I have been invited to address the Convention with special reference to the injustice worked by such double tax in the Philippines.

Altogether I feel that satisfactory progress has been made, and that definite action may be expected within the next two or three months.

## Customs Analysis for April, 1921

Foreign Commerce of the Philippine Islands

Value of Principal Imports for the Month of April, 1913, 1920, and 1921 in Philippine Currency

ARTICLE	1913	1920	1921	
Agricultural implements, and parts	₱ 1,810	P 29,599	₱ 103,735	
Carabao	456 21.164	2,454	38,883	
Other cattleOther animals	2,172	58,961 279	371,459 2,513	
Books and other printed matter	80,918	53,630	117,288	
Brass, and manufactures of	20,756	42,253	116,782	
Wheat flour	347,064	317,592	690,591 108,267	
Other breadstuffs	116,572 162,848	112,312 523,391	895,113	
Other cars, carriages, etc., and parts.	23,636	115,321	391,921	
Cement	116,210	167,979	108,482	
Chemicals, drugs, dyes and medicine.	100,562	322,518	341,040	
Clocks and watches, and parts of Coal	37,754 235,328	62,805 1,566,162	22,025 816,808	
Cocoa or cacao	42,266	59,761	64,425	
Coffee	34,346	156,354	60,096	
Copper, and manufactures of	25,772	20,110	62,920	
Cotton cloths	998,492	1,783,672	2,249,387	
cloths	522,496	812,112	977,666	
Diamond and other precious stones,	,		•	
unset	38,694	235,956	29,533	This is the first publication of the system
Earthen, stone and china ware Eggs	31,734 73,172	53,429 102,992	97,701 154,802	This is the first publication of the custom
Explosives	2,660	464	66,616	returns for April, 1921, and has not been fully
ibers, vegetable, and manufactures.	133,310	251,593	282,326	checked by the Bureau of Customs. Conse
ish and fish products	195,486	268,583	146,262	quently, there may be some errors. Th
Fruits and nuts	35,786	405,991	147,537	importation for April, 1921, over April, 1920
Glass and glass ware	36,922	46,340 108,899	312,847	increased a little over 30%.
Gold, platinum and silver, man-	•	·		The principal items in which importation
ufactures of	17,916	17,403	51,748	increased were manufacturers of iron and
lats and caps, and parts of	25,648	33,948	37,287 136,269	steel, cotton cloths, rice, woolen manufac
ndia rubber, manufactures of Electrical instruments and apparatus.	22,936 51,418	41,053 112,713	398,636	tures, paper, automobiles and parts, glass and
Motion-picture apparatus, and parts of	10,000	2,939	4,834	glassware, and cattle.
inematograph films	1,218	20,987	20,772	<ul> <li>The five largest items of importation were</li> </ul>
Other instruments and apparatus	24,996	19,116	94,002	manufactures of iron and steel, which
ron and steel, and manufactures of	560,046 9,926	1,369,369 24,880	4,178,195 58,143	amounted to more than four million pesos
ead, and manufactures of	3,532	10,933	42,907	cotton cloths, which amounted to two and a
Leather, and manufactures of:	0,002	10,,000	12,701	quarter million pesos; meat products, which
Shoes, leather soles	54,378	65,018	106,478	amounted to almost one and a third million
Shoes, rubber soles	56,192	398 30,579	26.005	pesos; rice, which amounted to almost a million
All other	13,312	80,718	* 36,005	pesos; and manufactures of cotton, which
Meat products	249,272	643,388	1,291,501	amounted to almost another million pesos.
Dairy products	162,598	3 <b>41</b> 016	325,979	Among the items which decreased notably
Musical instruments, and parts of	12,388	496	43,721	were importations of coal, diamonds, and
Crude Oil	466	820	•	sugar and molasses.
of distillation	58,164	1,205,289	*	The balance of trade against the Island
Illuminating oil	272,490	789,943	*	for April, 1921, amounted to ₱6,438,612
Lubricating oil	6,134	105,823	32,065	In April, 1920, the balance of trade was in
Other oils	58,898 37,250	109,536 132,753	145,644 138,154	favor of the Islands in the amount o
aper, and manufactures of	149,610	204,101	511,193	₱17,798,431, while in 1913 exports exceeded
encils	15,334	5,909	16,404	imports by ₱401,912.
Perfumery and all other toilet	21 226	101.057	106 707	
preparationsPhotograph equipment and supplies	21,336 23,740	101,957 8,633	106,707 59,151	
lated ware, gold and silver	23,098	17,563	47.979	
Rice	317,478	34,384	973,426	
ilk, and manufactures of	113,292	168,715	248,327	
ooap.	32,047	34,428	51,050	
pirits, wines, and liquors	67,248 8,782	99,153 22,574	120,309 31,490	
ugar and molasses	47,252	514,721	172,561	
Геа	15,080	12,896	39,634	
		36,011	359,907	
_eaf tobacco	6,680			
Leaf tobacco	16.472	417,745	187,132	
eaf tobacco. All other tobacco.  Toys.	16,472 4,644	417,745 99,050	22,405	
eaf tobacco. Il other tobacco  oys.  egetables. Vax	16,472 4,644 180,216	417,745 99,050 177,518	22,405 149,207 83,091	
.eaf tobacco. MI other tobacco oys. 'egetables. Vax. Vood, and manufactures of.	16,472 4,644 180,216 65,382 59,098	417,745 99,050 177,518 29,552 225,128	22,405 149,207 83,091 82,974	
.eaf tobacco. MI other tobacco. Coys. /egetables. Vax Wood, and manufactures of. Wool, and manufactures of.	16,472 4,644 180,216 65,382	417,745 99,050 177,518 29,552 225,128 41,617	22,405 149,207 83,091 82,974 220,454	
eaf tobacco. All other tobacco. Foys. Vegetables Wax. Wood, and manufactures of. Wool, and manufactures of. Sporting goods.	16,472 4,644 180,216 65,382 59,098 34,422	417,745 99,050 177,518 29,552 225,128 41,617 4,129	22,405 149,207 83,091 82,974 220,454 21,594	
.eaf tobacco. All other tobacco. Coys. Vegetables. Wax. Wood, and manufactures of Wool, and manufactures of	16,472 4,644 180,216 65,382 59,098	417,745 99,050 177,518 29,552 225,128 41,617	22,405 149,207 83,091 82,974 220,454	

<sup>\*</sup> Returns unconfirmed

## Customs Analysis for April, 1921

Foreign Commerce of the Philippine Islands

Values of Principal Exports for the Month of April, 1913, 1920, and 1921 in Philippine Currency

ARTICLE	1913	1920	1921	W. W. W. W.
Copra	₱ 927,169		₱ 1,956,300	
Copra meal		₱ 220,510	48,413	
Cordage	9,954	223,020	103,317	
Cloth, cotton, etc.	74	73,132	324	
Embroideries	41,586	990,213	946,863	
Fish and fish products	1,874	35,259	3,792	
Fruits	3,628	43,445	78,449	
Furniture	2,534	7,864	4,907	
Gums and resins:		,	,	
Copal	22,480	34,328	19,363	
Elemi	1,188	96,130	17,000	
Gutta-percha	10,176	14,112	650	Although the Exports of the Philippines for
Rubber, crude	10,110	11,000	6,000	April, 1921, were only 42% of the exports for
Hats	54,160	211,296	61,011	April, 1921, nevertheless they were almost
Hemp, knotted	31,216	17,828	01,011	twice as much as for April, 1913.
Hemp, all grades	2,168,698	10,197,369	1,968,847	The leading export was sugar, for over
Maguey, all grades	161,278	227,625	144,681	P6,000,000 of this Philippine product was
Sisal, all grades	<b>,-</b>	635	2,085	exported. This was almost as much in value
Hides and skins	2,934	4,022	114	as was shipped in April, 1920.
Lumber, all kinds	50,102	138,060	147,249	The value of the April, 1921, coconut oil
Malt liquors	2,110	7,662	4,022	shipments was only about one eighth the
Oils:	,	.,002	1,022	value of the April, 1920, shipments.
Coconut	196,502	8,959,094	1,190,766	The value of the April, 1921, hemp ship-
Ilang-ilang	10,522	27,208	1,190,700	ments was about 19% of the value of the hemp
Pearl buttons	10,022	40,663	16,488	shipped in April, 1920.
Sesame seed.	4,924	56,344	17,522	Copra shipments amounted to almost
Shells, all kinds	45,946	64,106	14,708	P2,000,000 last month while in April, 1920, no
Sugar:	10,710	01,100	14,708	copra was shipped.
Centrifugal		300,000	1.110.111	The value of the tobacco products shipped
Raw	2,422,298	, .	4,440,141	in April, 1921, was only 27% of the value
	2,422,290	6,802,854	1,639,707	shipped in April, 1920.
Tobacco:	710.004	2 400 4		The value of the embroideries and lumber
Cigars	519,884	2,409,302	243,531	shipped in April, 1921, was about the same as
Cigarettes	10,118	31,737	5,626	in April, 1920.
Leaf tobacco	338,118	1,313,131	759,258	
All other tobacco	1,416	116,996	28,814	
Soap	404.077	22,033	50	
All other domestic exports	124,876	41,090		
Total domestic exports	₱ 7,165,754	₱32,841,663	13,982,984	
United States produts	13,830	499,945	207,035	
Other countries' products	34,188	23,624	207,035	
Total foreign exports	48,018	523,569	229,553	
Total exports	₱ 7,213,772	₱33,365,232	14,212,537	

Values of Total Trade by Nationality of Vessels for the Month of April, 1913, 1920, and 1921 in Philippine Currency

Ships' Flag	1913	1920	1921	
Philippine American. British. Dutch German. Japanese Norwegian Russian. Spanish All other Flags	P 914,846 1,064,696 7,462,488 1,683,744 1,379,652 134,314 1,315,034 69,058	P 346,989 26,484,977 12,917,443 10,931 5,538,491 880,060 1,395,977 1,357,165	P 338,540 11,005,935 14,330,612 1,783,772 5,265,053 190,959 804,227 1,144,588	Ten times the value of goods was exported and imported in American ships during April, 1921, as compared to April, 1913. Nevertheless this amount was less than 40% the value of goods handled by American ships in the Philippines in April, 1920. On the other hand British shipping in the Philippine Islands last month showed a decided increase over April, 1920, and the Dutch shipping increased 170 times over April last year. The Japanese
Тотац	₱14,025,632	₱48,932,033	34,863,686	shipping stayed about even and the Spanish shipping decreased about 44%.

## Customs Analysis for April, 1921

#### Foreign Commmerce of the Philippine Islands

Values of Total Trade by Countries for the Month of April, 1913, 1920, and 1921 in Philippine Currency

COUNTRY	1913	1920	1921	
United States	₱ 4,590,734	₱ 29,849,441	₱19,982,142	The state of the s
Hawaii	30,546	199,126	90,256	
Guam		16	3,826	The total trade of the Philippines with other
Japan	1,396,270	7,499,064	3,868,321	countries for April, 1921, was 71% as much
United Kingdom	1,909,162	3,655,141	1,567,487	as in April, 1920; American trade, about
China	997,288	2,213,596	2,124,622	66% the value of trade for April, '1920; Japan's
Spain	690,652	1,335,783	789,218	trade about 50%; and the trade of the United
Hongkong	1,153,698	1,054,091	1,899,010	Kingdom approximately 40%. On the other
British East Indies	387,874	810,309	240,811	hand the Philippine trade with the following
Dutch East Indies	125,488	611,940	436,531	countries increased by the following percent-
Australasia	415,638	527,272	557,336	ages:
Canada	10,248	514,563	112,970	Hong Kong 185%
France	958,570	275,153	675,299	France 250%
Belgium	109,694	105,308	29,660	Italy 350%
French East Indies	274,580	104,763	906,700	French East Indies 900%
Switzerland	161,802	74,599	150,667	Germany1200%
Siam	64,958	36,636	465,539	Siam1300%
Netherlands	71,258	32,571	764,888	Netherlands 2400%
Germany	475,968	9,850	112,181	Germany's trade last month was back to
Italy	57,272	7,796	25,176	about 25% of her trade for corresponding
Japanese China	30,992	1,069	3,105	month in 1913 which shows a remarkable
Other countries	92,940	13,946	57,941	come back considering her lack of ships.
Total	₱14,025,632	₱48,932,033	₱34,863,686	

## Incorporations Registered During Month of April, 1921

#### With the Bureau of Commerce and Industry

with th	le Bureau of Commerce and I	ndustry
Foreign Corporations:  Armour and Company of Chicago, Ill.  General Mercantile Business	Mabalacat Sugar Company, Manila Philippine Islands	Capital Stock         P200,000.00           Capital Stock paid up.         10,562.50
Capital Stock	Manufacturers, refiners, importers and exporters of sugar and by-products of sugar	Incorporators:  C. J. H. Penning  A. Ossorio
Pacific Steamship Company of Tacoma, Wash.  General Shipping Business  Capital Stock	manufacture.  Capital Stock	F. C. FISHER H. B. POND
Capital Stock paid up 5,000,000 Representative in the P. I.:—M. J. WRIGHT	Capital Stock paid up	Wm. J. Shaw E. Heybrook R. Renton Hind
Domestic Corporations:	•	
In which Americans are interested.  Lebak Plantation Company of Lebak, Cotabato, Dept. of Mindanao and Sulu, P. I.	B. A. Green B. H. Berkenkotter	Paris-Manila Perfume Company, Manila Philippine Islands
General plantation, mercantile, transporta- tion, trading station, cattle and horse business.	Jose R. de Jesus A. M. Torres Felipe Buencamino, Jr.	Manufacturers and Dealers in Perfumes Capital Stock
Capital Stock.         \$\mathcal{P}\$60,000           Capital Stock paid up.         60,000		Incorporators:
Incorporators: David Staples J. L. Staples Juan Cabacab	Penning Motors, Inc., Manila Philippine Islands  Manufacturers and Declars in Penning	Peter Johnson A. M. Easthagen Albert E. Axt

Manufacturers and Dealers in Penning

Motors.

W. K. GORDON

THOMAS PRITCHARD

MARIA RIVERA

GABINO DE LA CRUZ

# Review of Conditions in the Philippine Islands for the Month of April, 1921

#### EDITOR'S NOTE

Each one of these reviews is compiled by a member of the American Chamber of Commerce of the Philippine Islands, who is a recognized authority on that particular subject.

In the July issue, this section of the American Chamber of Commerce Journal will be enlarged to cover the following lines:

Insurance

Machinery

Mining Piece Goods Real Estate

Petroleum and Mineral Oils

Automobiles
Industry and Labor

General Importing and Exporting

At this time, the Editor wishes to thank the members of the American Chamber who have contributed reviews for June issue.

#### MANILA SHIPPING REVIEW

By A. G. HENDERSON,
Manila Manager, Frank Waterhouse
and Co.

The months of April and May have witnessed greater expansion in shipping between the United States and the Philippines, than probably in any other period of time. Bound from San Francisco, the CREOLE STATE and the WOLVERINE STATE, the first of the Shipping Board's combined passenger and freight vessels, allotted to the Pacific Mail Company, made port early in April, and the middle of the same month witnessed the arrival of the GOLDEN STATE, the first of the express vessels, also in the service of the same company. At a well appointed luncheon given aboard by her operators opportunity was afforded local residents to inspect the new steamer, and it was the consensus of opinion that passenger appointments exceeded the descriptions that had preceded her. The Seattle-Manila service will be inaugurated by the WENATCHEE, due to arrive the middle of May. This vessel has been allocated to the Admiral Line, and brought to Japan the Wood-Forbes mission. When the Pacific passenger service of the Shipping Board is rounded out, 13 of these vessels will ply to Manila, 5 in the Manila-Frisco service, 3 in the Calcutta-Manila-Frisco service, and 5 in the Manila-Seattle service affording Manila practically a weekly mail and passenger service. The full programme calls for seventeen 535's and seven 522's.

Through the efforts of Mr. J. F. Marias, their Far Eastern representative, the Shipping Board have announced the inception of an Inter-Island Feeder Service, which will be operated by the Admiral Line. The object of this service is to enable through Bills of Lading to be issued from any port in the Philippines to any point in the United States, and vice versa. This will have the

effect of sparing both importer and exporter the many annoyances incident to transhipment. The ex-German MIDGET will open the service, and further vessels will be added as conditions warrant.

FREIGHTS.—Freight-rates have steadily declined during the month of April. Hemp is now quoted at \$1.00 per bale to the Pacific Coast, and \$3.00 per bale to the Atlantic range. Sugar is being freely booked at \$6.00 to the Pacific and \$8.00 to the Atlantic, on the basis of net weight delivered to both Coasts. Space is still greatly in excess of cargo offerings to all ports. On cocoanut oil the rate is \$6.00 and \$13.50 per ton respectively. It is not expected that any further reduction will be effected.

More Shipping Board boats are now laid up than are in operation. Some 600 vessels are running in the various services, while no less than 616 (including 15 oil tankers), of nearly four million tons are laid up. The U. K. idle tonnage is around three million tons, that of the Scandinavian Countries around one million tons, and Japan about 300,000 tons. In all nearly 8½ million tons of shipping is idle for want of employment, and yet there is not less than seven million tons at present in course of construction in the yards of the world, making the outlook still more dismal.

Notes.—Owing to the prevailing shipping depression, the MINNESOTA, which formerly plied to the Philippines from Seattle, has been altered for use as auxiliary Quarantine Station at the port of New York.

The MONGOLIA and MANCHURIA, also formerly in the Philippine Pacific Coast trade, are now in regular service between New York and Hamburg.

Advices from New York are to the effect that the Army have turned back to the Shipping Board the former transports Great Northern and Northern Pacific. It is thought that they will be reconditioned and allotted for service on the Pacific Coast.

## REVIEW OF THE BANKING SITUATION

By Stanley Williams,
Manager, International Banking
Corporation

The outstanding feature of the exchange market during April was the resumption, on April 19th, of the sale of exchange on New York by the Insular Treasurer, at ten per cent premium for telegraphic transfers and nine per cent premium for demand drafts.

The Treasurer's announcement of the fact that the Insular Government had reentered the exchange market followed a lapse of six weeks, during which time the Government was not a factor in the market, having withdrawn from the sale of exchange on March 18t, 1921, in accordance with the proclamation issued by Governor General Harrison on that date.

Just previous to the nineteenth instant, telegraphic transfer on New York was quoted at about 14½% premium, slightly under the rates prevailing in the early part of the month, and demand drafts at about 13¾%, but the market showed a weak tendency arising from fairly free offerings against exports. As soon as the fact became known that the Treasury was in a position to resume sales, market rates immediately dropped away to eleven per cent for the telegraphic transfer and ten per cent for demand drafts.

Exchange was offered quite freely by merchants during the balance of the month, and the undertone of the market continued easy. Rates charged by the banks divorced themselves gradually from the Government rates and dropped away until, at the end of the month, the Banks selling rates were hovering about seven per cent premium for demand and 8½% premium for telegraphic transfer.

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### INTEREST PAID ON DEPOSITS

J. Y. TRIGG,
Acting Manager.

**TELEPHONE 2400** 

The following bill and the Report of the Insular Affairs Committee may be of interest to our readers.

TOWNER BILL
REGARDING INDEBTEDNESS OF THE
PHILIPPINES

HOUSE CALENDAR No. 260. 66th CONGRESS,

3d Session.

H. R. 15476.

IN THE HOUSE OF REPRESENTATIVES.
December 31, 1920.

Mr. Towner introduced the following bill, which was referred to the Committee on Insular Affairs and ordered to be printed. January 8, 1921.

Referred to the House Calendar and ordered to be printed.

#### A BILL

To amend an Act entitled "An act to declare the purpose of the people of the United States as to the future political status of the people of the Philippine Islands, and to provide a more autonomous government for these islands," approved August 29, 1916.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Act entitled "An act to declare the purpose of the people of the United States as to the future political status of the people of the Philippine Islands, and to provide a more autonomous government for these islands," approved August 29, 1916, be amended as follows:

That the proviso of section 11 of said Act be, and the same is hereby, amended to read as follows:

"Provided, however, That the entire indebtedness of the Philippine government created by the authority conferred herein shall not exceed at any one time the sum of \$25,000,000, exclusive of those obligations known as friar land bonds, nor that any Province or municipality a sum in excess of 7 per centum of the aggregate tax valuation of its property at any one time. In computing the indebtedness the Philippine govvernment, bonds issued by that government, secured by an equivalent amount of bonds issued by the Provinces or municipalities thereof shall not be counted."

HOUSE OF REPRESENTATIVES
66th Congress, Report
3d Session. No. 1176
GOVERNMENT FOR THE PEOPLE OF THE PHILIPPINE ISLANDS.

January 8, 1921.—Referred to the House Calendar and ordered to be printed.

Mr. TOWNER, from the Committee on Insular Affairs, submitted the following REPORT

(To accompany H. R. 15476.)
The Committee on Insular Affairs, to which
the bill H. R. 15476 was referred, report the

bill to the House with the recommendation that the said bill be passed without amendment.

The bill extends the limitation now existing of the indebtedness of the Philippine Government from \$15,000,000 to \$25,000,000. Prior to the passage of the act of August 29, 1916, the Philippine Government had been authorized, by acts of Congress in each case, to contract indebtedness for special purposes: By act of July 1, 1902, it had been authorized to issue \$7,000,000 gold bonds for the purchase of the friar lands; by act approved February 6, 1905, it was authorized to contract indebtedness of \$5,000,000 gold for the construction of public works.

By section 11 of the act of August 29, 1916, it was provided:

That the entire indebtedness of the Philippine Government created by the authority conferred herein shall not exceed at any one time the sum of \$15,000,000 exclusive of those obligations known as friar land bonds, nor that of any Province or municipality a sum in excess of seven per centum of the aggregate tax valuation of its property at any one time.

This is, in practice, construed to limit the bonded indebtedness of the Philippine Government to the \$7,000,000 friar land bonds, and to \$15,000,000 for all other purposes.

Prior to the passage of the act of August 29, 1916, the friar land bonds had been issued and the public works bonds, up to the limit authorized, had been issued. The public indebtedness was therefore \$12,000,000. After the passage of this act, there were issued, in 1916, \$4,000,000 gold bonds for the purchase of the Manila Railroad Co., and on September 1, 1920, there were issued \$6,000,000 of public work bonds. This made the total indebtedness of the \$7,000,000 friar land bonds, amount to \$15,000,000, the limit fixed by the act of August 29, 1916.

It is now requested that the act fixing the limit of indebtedness be amended so as—

First. To authorize an increase in the limit of the public debt by \$10,000,000.

Second. To authorize the central government to issue bonds to an amount equal to the total of the bonds issued by municipal and provincial governments, when such bonds are held by said central government either to cover advances made or to consolidate into one loan the issues under existing law of several Provinces and municipalities when public interests are best served by such consolidation—the latter bond being properly called a "refunding bond".

Funds derived from the sale of other than refunding bonds to be authorized are needed for necessary improvements in the Islands. These include irrigation work, harbor improvements, public buildings, and, in fact, funds are needed to supplement available revenues for practically all forms of public improvement.

It should be noted that, of the outstanding indebtedness, \$7,000,000 is represented by the friar land bonds and this indebtedness

will be met by funds derived from the sale and rental of these lands; \$4,000,000 is represented by the stock of the Manila Rail. road Co. The government has since invested \$6,000,000 from current revenues in the stock of this railroad, and there is no doubt that the revenues from the railroad will take care of outstanding bonds.

That the Government can afford this increase of indebtedness is beyond question. When the act of August 29, 1916, was passed, the annual revenues of the Philippine Government for the last year reported, 1915, were \$13,905,943.34; in 1919, the last year reported, the revenues were \$39,843,461.59. The assessed value of the taxable property in the islands at the passage of the act was \$802,952,684. In fact, the present condition of the Philippine revenues and the present value of the taxable property would warrant a far greater extension of the limit of indebtedness than is now requested.

It should be observed that the second change requested is not with the view of increasing the limit of indebtedness but to change its form. The form of the amendment suggested is identical with that in the Porto Rican organic act which is found, in practice, to be highly desirable. At present, the Provinces and municipalities meet their needs by borrowing from the central government because, in general, the amount of their loans would be smaller than would justify the issue to the public of bonds. It is desired that the central government be relieved of this necessity of tying up its funds in the loans which it makes to Provinces and municipalities and be given the power, should market or other conditions make it advantageous, to float one loan rather than a number of small ones.

The increase in indebtedness requested is conservative and is urgently needed to meet the steady progress in the development of the islands.

There is, however, an additional reason for requesting immediate action on this. There has been an almost total failure to secure funds for commercial, agricultural, and industrial development in the islands from sources outside of the islands. The government, feeling the absolute necessity of such development has attempted to bring it about by loans and investments of its own funds. This has resulted in tying up the funds of the government in forms which make such funds temporarily unavailable to meet the demand of the public.

With the increase of activity, largely as a result of the government's assistance to agriculture and industries, there has been a demand for foreign goods. This demand has resulted in the necessity of sending money out of the islands to meet payments and the government, in meeting this demand, has practically exhausted its available funds in the United States. This bond issue is, therefore, most urgently needed at the moment to replenish the funds of the government in the United States.

#### REVIEW OF THE HEMP MARKET

By H. C. Forst, Secretary and Assistant Treasurer, Macleod and Company, Inc.

The world's Hemp markets during February and March were stagnant and depressed, Early in April American buyers showed some signs of interest which steadily increased, so that along about the middle of the month the market both here and in New York ruled very firm, showing a gain of from Five to Six Pesos in the local quotation, and from Two to Three Cents per pound in New York, over prices ruling during the previous month. Fair Current during March was sold in New York as low as Seven Cents per pound and as high as Nine and One-Quarter Cents during April. The amount of business done was not of a very great volume and it soon became very evident that the buying was largely speculative and that the real trade demand was not there. The result has been a much quieter market during the last week of April and gains made earlier in the month are gradually disappear-

Below table of the three principal U. S. Grades shows range of prices during the month.

		1st April	20th A pril	30th A pril
F,	Price per picul, Manila	<b>P</b> 19.00	₱25.00	<b>P</b> 21.00
I,	Price per picul, Manila	17.50	21.00	19.00
J. U. S.,	Price per picul, Manila	15.00	17.00	15.00

The demand in America chiefly ran on higher qualities, which accounts for the higher premium that was paid.

The U. K. market was but little affected by the firmer American market and prices there have ruled on about the same level as during the previous month, fluctuating only from One to Two Pounds Sterling per ton either way. Present quotations are: J £40, K £37, L £36 c. i. f. London. Demand from consumers generally has been confined only to pressing ones for spot or near. The coal strike has seriously affected the Hemp trade as much as any other.

The unfortunate deadlock between Manila Shippers and English Buyers continues. Very serious complaints have been received from English Buyers as regards weak fiber and the condition of hemp in general, resulting in very heavy fines to shippers. With allowances running as high as Twenty-Eight Pounds per ton, shippers can hardly be blamed for having stopped operating in the London market. How serious the situation is, is best illustrated by a quotation asken from a circular issued by one of the leading London Hemp merchants:

"The decline in prices is no doubt in part explained by the general depression of trade, but it is also certain that the unmerchantable quality of shipments of Hemp from Manila has largely contributed towards killing demand for the fiber... In a word, the Manila Hemp Trade has, for the time being, completely lost 'caste' on this side."

Locally the matter has been taken up most vigorously with the Government, but it is regrettable to report that results so far have been practically nil.

During the month of April the Mexican Government put an export tax on Sisal of 1½c per pound, and this fiber is now quoted at 7½c New Orleans, as against 6c before the new law was enacted. As it was generally understood in the Trade that the Mexican Government contemplated something of this kind, the Manila Hemp Market was but slightly affected.

There is no change to report in freight rates which are One Dollar Gold per bale via Pacific and Three Dollars per bale direct shipment to New York. The freight market is quiet but steady, and plenty of tonnage available.

There have been some very violent fluctuations in exchange, and the premium on Gold, T/T on New York, which at one time was up to 15% is now nominally  $7\frac{1}{2}\%$  to 8%. The principal reason for this is the large amount of sugar bills which have been sold recently to the banks and, to a certain extent, also on account of the Government's having taken the necessary action. The Cross-Atlantic rate has been steadily going up and today is quoted at \$3.97\frac{1}{2}, resulting in a lower Sterling rate on London. It might be mentioned here that the difference in exchange had affected local prices, and the price of Hemp accordingly went down as exchange went down.

From the best advices we have available, we estimate that the Islands this year will produce 750,000 bales of hemp. At date receipts both here and in Cebu are 245,013 bales, which compares with 434,972 bales at the same time last year. Manila and Cebu stocks continue exceedingly heavy, being at the present time 345,029 bales with nothing loading. The following statistics may prove of interest:

	1921	1920
	Bales	Bales
Shipments to U. K. and Con-		
tinent	61,558	193,281
Shipments to U. S	107,704	194,908
Elsewhere	63,312	79,547
_	232,574	467,736

It will be noted that during the first four months of 1921 shipments of Manila Fiber to all parts of the world are, roughly, 235,000 bales less than they were during the same period in 1920.

Even if our estimate as to production for this year is correct, with conditions at present prevailing in the Hemp Industry it does not seem as if consumption would reach near this point.

#### COPRA AND ITS PRODUCTS

By G. C. ARNOLD 'President of Willits and Patterson, Ltd.

As the American oil market emerged from March into April, it stepped down ½ cent per pound, opening with American buyers bidding 7 cents c.i.f. New York and 6¾ c.i.f. Pacific Coast—10 cents per pound below April 1920. Sellers countered at 7½ cents c.i.f. New York and 7 cents c.i.f. Pacific Coast. At these prices some transactions are reported to have been closed.

Prices have remained at practically the same level until the last week when they rose ½ a cent. The decline in the exchange rate has had the same effect as a drop of ₱30 per ton in the ex tank Manila price of oil, which has offset the rise in price. Oil changed hands locally in fair sized parcels at ₱295 per Metric ton

It was generally anticipated that the Fordney tariff bill would assist the oil industry in the Philippines. However, this bill has already had a weakening effect on the market.

Heavy sales of Java copra were made from 4 cents down to 3½ cents per pound c.i.f. Pacific Coast, apparently for the reason that it was more profitable to sell exempted copra than to manufacture the copra into oil and face the question of marketing dutiable oil. The American market has also been absorbing heavy offerings of South Seas copra.

It is improbable that local mills will be able to derive much benefit from the preferential duty until outside sources of copra supplies have been exhausted, and consumers find it necessary to look to imported oil for their requirements. As no manufacturer can stand a duty such as is imposed in the Fordney bill, it seems probable that outside countries will have to export copra until such time as Europe comes into the market as a buyer of oil.

Apparently, there is nothing doing in Marseilles as the last wires in quoted 1250 francs per metric ton, which is considerably below the level of the godown price Manila.

Other continental ports, and London, are maintaining their markets at practically the same level as the American market. Whenever the markets advance a quarter of a cent exchange declines or someone dumps a lot of distressed oil or copra and the market sags back.

The local copra situation is still far from stabilized and continues on the speculative basis developed during the war. The copra speculator is a very disturbing element in the situation, and although he has had to take heavy losses, his recuperative powers are wonderful. He will doubtless remain with us just as long as the Banks will finance his operations over periods longer than thirty days. Since the piping days of 1918, this disturbing element has been pretty successful in maintaining the copra market at a level usually above the price which the manufacturer can pay and make a profit. As a result where

twenty mills poured a million pesos in taxes into the lap of the Collector of Internal Revenue a year ago, only a few have limped through 1920, and today the Government has to content itself with a tax roll which has suffered a decrease of eighty per cent. The number of men employed in oil mills today is approximately 20% of that employed in 1919.

Some hectic buying occurred during the week ending the 23d, prices as high as ₱11 per picul being paid for bodega copra. The buyers, however, were quickly filled up and the market sagged to ₱10 before the end of the week. Considerable purchases have been made at ₱9.75 for bodega copra.

Barring the activities of the copra speculator, the general trend of the situation seems to be toward an improved condition. Buying in America should be steady as purchases will be made against a four months supply of cocoanut oil regarded as spot stocks. This condition considered in connection with arrivals of copra which should steadily increase over the next five months is likely to have the effect of shaking the market down to a stable basis, from which it can work its way gradually to higher levels, in the meantime freeing itself from the element of speculation which has inflicted itself upon business during the past few years.

Stock of oil in hands of local mills are about 15,000 tons. 1100 tons of oil and 5,000 tons of copra are reported as exported during the month.

#### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

The slump in the production of cigars and cigarettes caused by the inability of the manufacturers and labor leaders to arrive at a satisfactory solution of the wage scale to apply during the next twelve months, has practically paralyzed the tobacco market, which, even without this additional impediment, was in an extremely precarious condition.

Pending the final settlement of the labor situation, manufacturers have not been overly anxious to enter into engagements for future deliveries. During the first two months of this year the impression seemed to prevail that by April labor would assume a more tractable attitude and that efficiency and loyalty, factors of incalculable importance, would be forthcoming, as in years prior to the War.

The futile efforts of the committee, composed of a representative of the manufacturers, a representative of the labor union and an arbiter appointed by the acting Governor General, are too fresh in the minds of the public to mention at this time.

In spite of the Union's agreement to abide by the decision of the Arbitration Committee, their disinclination to do so, when the decision did not harmonize with their expectations, is conclusive evidence of the futility of dealing with that irresponsible entity that boasts of its absolute control of the labor employed in the tobacco industry. While the scale of wage paid to labor has a very important bearing on the cost of production, the actual money cost of labor, in relation to the value of the finished product, is not the most essential element.

The present inefficiency of the cigar workers, together with their absolute disregard for the best interests of their employers, as well as their refusal to work on an average of over four days a week, has a decided bearing on the tobacco situation as it stands today. In April, 1920, Manila shipped to the United States 25,912,291 cigars. In April, 1921, 914,700 were shipped.

The following is a comparative statement taken from the statistics of the Bureau of Internal Revenue:—

	1920		1921	
Α	14,838,942	58%	717,160	78%
В	8,611,226	33%	156,760	17%
C	2,462,123	9%	40,780	5%

The Bureau of Internal Revenue classifies cigars shipped to the United States on a basis of their retail selling price.

"Class "A" cigars, selling at not more than 5 cents".

"Class "B" cigars, selling at more than 5 cents, and not over 8 cents".

"Class "C" cigars, selling over 8 cents, but not over 15 cents".

It would be impossible to explain in this brief report the conditions that brought about this decrease of 25,000,000 cigars.

While the production for last month shows a decided decrease as compared with last year, the situation that confronts the manufacturer has certain compensating factors that more than offset the loss occasioned by this decreased demand.

Readjustments being made with regard to labor, not alone with relation to the wage scale, but more particularly with regard to materials and other elements of cost that enter into the manufacture of tobacco products, will assist manufacturers in the movement towards prewar conditions.

The situation in the Cagayan Valley showed no signs of improvement during the month of April. The first cuttings of the 1921 crop are now being harvested. Of the 1920 crop, which, under normal conditions, would have passed from the hands of the producers last December, 50% still remains unsold, in spite of the fact that quotations are now low enough to absorb the present high rate of interest, even if the stock was carried over a two-year period.

The Japanese Tobacco Monopoly Bureau was active during the early part of the month securing quotations from several sources, and while the quotations made were conceded by them to be very attractive, they finally gave out the information that their stocks were sufficiently large to carry their factories over, and they have withdrawn from the market until next August.

In view of the disrepute in which Manilas are being held, the "Standard Stamp" affixed

by the Bureau of Internal Revenue to all Manila cigars shipped to the United States is, in the opinion of the majority of manufacturers, working a hardship on those manufacturers who endeavored to maintain their quality regardless of the requirements of the Bureau of Internal Revenue. If the Government is zealous of the good name of Manila cigars, and desires to protect it, the present law might well apply to any label which in any way designates the source of origin. On the other hand, those manufacturers who feel that the Government "Standard Stamp" interferes with, rather than promotes the sale of their merchandise, should be allowed to market their products without this "Standard Stamp," provided, of course, that they in no way violate any of the other provisions of the Internal Revenue Law, and that their label in no way discloses the country of its origin.

The recommendation to this effect by the special committee appointed by the Manila Tobacco Association will have a far reaching effect if approved by the Collector of Internal Revenue.

#### SUGAR REVIEW

By Alfred D. Cooper, Sugar Factor

During April satisfactory weather conditions prevailed for harvesting operations throughout all sugar districts. The end of the milling season is fast approaching. It is anticipated that the latter part of May will witness the closing operations of the majority of the modern centrifugal factories. while the latest will finish during June. From this statement must be excepted the Manapla-Victorias district of Negros, where normal growing conditions are so exceptional as to permit of almost perennial operations. One centrifugal factory is now operating in this district, and another is in the course of construction. The latter is to be completed towards the end of the year, and is designed to take cane from all existing planted areas.

Like the other main industries of the Philippines, sugar continues to undergo a process of readjustment to the new economic conditions enforced by the universal decline in commodity values. The price pendulum in 1920 swung through arcs of an extent unknown to the modern industry—from 45%c. a pound for duty paid raw sugar in New York, to as high as 24½c. These fluctuations are well expressed in the Annual Report of Earl D. Babst, President of the American Sugar Refining Co.:

"How violent were the fluctuations in raw sugar pricesin 1920 will be understood when it is stated that an investigation of the prices of over one hundred years, including the years of the Mexican and Civil wars, fails to reveal a change in any one year one-half so great as the fluctuations of 19.875 cents per pound of last year. Even in 1914, the year of the sudden outbreak of the Great War, the fluctuation was only 3.625 cents, while from 1900 to 1910 the

(Continued on page 26)

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(Continued from Page 24)

greatest fluctuation was in the year 1905, and that with only a variation of 1.815 cents per pound—less than one-tenth of the fluctuation of the de-control year of 1920."

The latest quotation received to date (May 7th) reported raw centrifugal sugar selling in New York on May 4th for 4.64c., market weak. The New York market has been gradually declining since it reached 6.27c. during the second half of March. In addition to the decline in the price of sugar itself, the Banks' buying rate for export bills has declined in the last few weeks from a buying premium of 14% to 4½%, thus practically decreasing the net proceeds received by 10%.

The last known sale in Iloilo occurred a few days ago at ₱13 per picul. In Manila ₱12 is bid, and ₱13 asked. On another page of this issue are given statistics regarding the exports of sugar. In spite of the stringency of the local money market, large stocks are held in the Islands; and as there is ample tonnage it follows that owners must be anticipating a more opportune market.

In considering the outlook in a broad way, it should be borne in mind that good profits were made under pre-war conditions when the price of sugar ranged from 4 to 5 cents. It is difficult to say with any degree of exactness just to what extent the average cost of production in the Philippines compares with those of pre-war times. In the first place, it is an ever fluctuating figure. During the

era of extreme high prices, when there was every incentive to produce maximum crops without regard to cost in so far as previous standards were concerned, methods and means were adopted that if carried to completion might have resulted in sugar costing from 8 to 10 cents. Under the warning for necessity of strict economy given by many months of declining prices, production costs have in most cases been decreased in so far as may reasonably have been accomplished through change of methods and policies, but the more or less uncontrollable cost factors such as labor and cost of imported supplies have by no means so far declined proportionately to what they were when the highest sugar prices prevailed. Probably a fair statement for the present is that the price of sugar just about balances the cost of production, and that future profits must be made out of decreased costs of production plus, let us hope, a better price for our product.

The very general adoption of motor tractors was a feature incidental to the prevalence of high prices. In addition to enabling the planters to increase total yields, they also enabled them to increase their tonnage per acre. On account of the high prices charged locally for the fuel and lubricating oil for these tractors, it is questionable whether the final costs of production are lower than those of the old carabao methods; and now that production costs rather than total yields will be the governing feature, it may be said that the use of tractors in the local industry

hangs in the balance. There is some agitation for the establishment of distilleries for the production of motor alcohol from waste molasses produced by the central sugar factories, and very likely some such solution will be found. It is claimed that such fuel could be produced at one half the present cost of gasoline.

To the old established Centrals, built at pre-war figures, and with reserves accumulated during the years of high profits, the situation is not critical so long as we are assured of the free entry of our product into the tariff protected market of the United States. By such Centrals the situation may be regarded as a depression such as inevitably occurs from time to time in all industries. Under the present tariff, our sugar enjoys in the United States a price approximately 1.25c per pound higher than can be secured by foreign sugars, except those from Cuba which pay only 1.02c. The latest news indicates the probable passage of the emergency tariff bill carrying duties of approximately 1.4c for Cuban and 2.00c against other foreign sugars, and while this will of course be of ultimate benefit to us, the immediate effect has been a tendency to hasten the importation and marketing of Cuban sugar with resulting depression of price. Practically all of the large Centrals operating here have been constructed of exclusively American made machinery.

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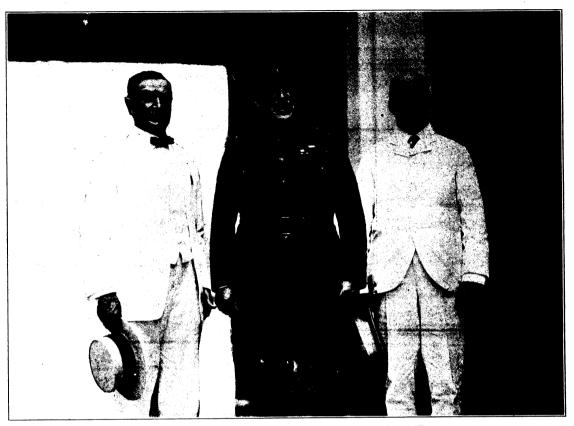
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THE CENTER OF PUBLIC INTEREST IN THE PHILIPPINES TODAY

From left to right.—Acting Governor General Charles E. Yeater, Major General Legnard Wood, Former Governor General W. Cameron Forbes

#### THE WOOD-FORBES COM-MISSION

The Wood-Forbes Commission, which was sent to the Philippine Islands to render a full and impartial report of conditions here to President Harding, arrived in Manila on the Transport *Warren*, Thursday, May 5th, and has its headquarters at Malacañang Palace.

The Commission has already left on a tour of inspection to northern Luzon and on its return will go on an inspection trip to the southern islands.

The reception which General Leonard Wood and Governor W. Cameron Forbes received from the Americans and Filipinos alike was an evidence that the citizens of the Philippine Islands are prepared to receive and abide by whatever decision the Commission may arrive at as to the future policy of the United States in the Philippines.

President Harding could not have possibly made a better selection of the personnel of this Commission, for Governor General Forbes made a most enviable reputation while holding down the chief executive post in the Philippines. There is no one better qualified to make a fair and intelligent investigation of the present Philippine situation than

Governor Forbes. General Wood, whose ability in organization work is known throughout the world, is also very familiar with the Philippines, having been stationed here for several years. Part of this time he was Governor of Mindanao and Sulu, and he understands thoroughly the difficulties of the situation in the southern part of the archipelago.

The members of the Commission, beside General Wood and Governor Forbes, are as follows:

Mr. Ray Atherton, Secretary of the American Legation at Peking.

Colonels McCoy and Gordon Johnston, Major E. Bowditch and Lieutenant Wood, of the United States Army.

Mr. Redman, Secretary to Governor Forbes. Mr. Walker, Chief Clerk of the Commission.

The American Chamber of Commerce believes that the future policy of the United States in the Philippine Islands, as decided upon as a result of the investigations of this Commission, will be a wise and far-seeing policy, which will bring prestige and honor to the American Government in the Far East.

## THE NAVY AS A COMMERCIAL ASSET TO MANILA

It is always a matter of pride and satisfaction to every loyal American in the Orient

to see the ships of the United States Asiatic Fleet so far from home.

Very few of us, however, stop to think what it means to Manila in dollars and cents to have the fleet here. The Navy contracts in Manila for its fresh meat, fish, eggs, fruits, stationery and other articles for the use of the fleet. Large sums of money are also spent for supplies incidental to the upkeep and repair of the ships.

In addition to these Government expenditures, a large portion of the salaries paid the officers and crews in this district is spent in Manila. When it is considered that the pay of the crew of 750 men on the Flagship "Huron" alone is \$35,000.00 gold per month, it is realized that the circulating of this amount of money in Manila helps considerably the volume of business. In this district, the Navy personnel ashore is approximately 275, and the total Navy personnel on the ships around 4,500.

Six destroyers have just been ordered here from European waters to be added to the fleet, and will probably arrive the last part of June. Each one of these destroyers has a crew of more than one hundred. During the following year, every harbor of consequence in the Philippines will receive a visit from one of these destroyers. There is no doubt but that these calls will be of incalculable benefit, as the prestige of the United States Government will be strengthened considerably.

(Continued from Page 26)

Considerable interest has been manifested in local sugar circles over the recent appointment by E. W. Wilson, Manager of the Philippine National Bank, of D. M. Semple, Manager of the Catton-Neill Engineering and Machinery Co., to make a survey and report on the six Centrals financed by the These Centrals have been con-Rank structed by Companies owned by the planters of the districts in which the factories are located, who in most instances were not able to do more than offer their lands as security for the investment, leaving the Bank to advance the capital required. Their capacities range from 800 to 2000 tons of cane per day. The Centrals were constructed during the war period, when prices of materials and construction costs ranged from two to three times normal, and most of them are now taking off their first crop. All will require additional capital for any extensions required, and as a working fund to finance their operations.

While some of these Companies have wisely retained experienced operating managers, to the casual observer it would appear that others have been handicapped through the perhaps not unnatural tendency of their owners, in their anxiety that the best results might be attained, to exercise either personally or through relatives and friends directions in detailed technical matters ordinarily entrusted to skilled specialists. The present appointment of Mr. Semple, who has nothing but a sound technical training and engineering experience to commend him for the task in hand; may perhaps be taken as an indication that the administration of these Centrals will gradually be so arranged that the several departments will be in the charge of persons best fitted to be responsible for their efficiency; while not overlooking the fact that there is ample opportunity for the planters and others who have proved their fitness by previous success in conducting their own plantations to share the administration of these Centrals in a manner conducive to the harmonious working of the whole project. In fact, it is understood that upon the completion of Mr. Semple's report, an organization will be formed including a Supervising Manager, a Supervising Chemist, and a Supervising Engineer, through which organization it is planned to give these factories the benefit of the best methods known to the industry, and such assistance as they may require in putting them into actual practice. Fortunately the machinery and equipment is of the most modern design and arrangement, and has all been purchased from reliable machinery companies, and has been well installed, so there is a good foundation to work upon.

The security pledged for their construction and operation represents the earnings of planters engaged for years in producing muscovado sugar, and to protect this security they are bound to see that the mill receives an ample supply of cane, and with one possible exception the factories are so located



The Old Method-Stripping Hemp by Hand

that this is entirely possible. It is significant that the success of all Centrals so far established in the Philippines has been measured very directly by their cane supply. When this has been adequate, ultimate success has followed. The financing of these Centrals and their economical administration presents what is today our local sugar industry's greatest problem.

· INVENTIONS

THE FRANK HEMP STRIPPING MACHINE

For many years one of the chief handicaps to hemp growing has been the labor shortage in the Province of Davao, where the bulk of the abaca crop is raised. The stripping of hemp is very arduous work, and many seasons it has been necessary to leave a considerable portion of the crop unstripped because of the shortage of men.

From time to time, hemp stripping machines have been invented, but, after short trials, they have been relegated to the junk pile, generally because they were too heavy and could not be moved around the field readily. Other objections were that they could not strip enough of the hemp, that oft times the quality of the stripped hemp was very poor, and that the price of the machines was too high.

Mr. P. H. Frank, of Zamboanga, started working on a hemp-stripping machine fourteen years ago, and he has just completed



THE NEW METHOD

> The Frank Hemp Stripping Machine

experimental work on a new model of portable machine. Many experts believe this machine will revolutionize the method of stripping hemp in the Philippines.

The weight of this machine is about fifteen hundred pounds, and it is mounted on a four-wheel truck, so that it can be drawn by carabao, horse, tractor or automobile with the utmost ease.

This machine, which is in operation at present at the Atlantic, Gulf and Pacific Company's plant at the mouth of the Pasig River, is capable of stripping three piculs of hemp per day. It takes four men to operate this machine, one feeding in the hemp at each end and two men taking it away, after the hemp is stripped. These four men will keep twelve men busy cutting and bringing the tuxies to the machine. In handstripping, one good hemp stripper averages one picul per week, or it would take eighteen strippers to strip three piculs per day. It would take the same labor to bring the tuxies to the machine, so that fourteen men could be dispensed with by using this machine.

Hemp experts who have watched the machine in operation, believe that this is the most practical hemp stripping machine yet invented. They also state that it strips hemp in a clean manner without injuring in any way the tensile strength of the fiber.

It is estimated that the manufacturers of this machine will be able to put it on the market at a price of about \$P3,000.00\$, which includes the cost of the three horse-power charcoal gas engine, which can be run for twenty centavos per day. This engine, which will be written up in next issue, is also mounted on wheels and is very easily portable.

#### "ENGINEERING REVIEW"

By R. B. Lockwood, Atlantic, Gulf and Pacific Company.

Even though at the present time there is not the activity in engineering lines that the previous three or four years have shown, we believe this business has passed through the last six months in better condition than most any other line in the Islands. This is mostly due to the fact that larger projects, like new buildings, harbor works, irrigation projects and so forth, are planned, and money set aside or their completion, a considerable time in advance of commencement of the work.

We believe the most interesting engineering project to the people of Manila is the new lones Bridge. The piers and abutments have been completed, the steel arch ribs, which were fabricated locally, have all been placed and the majority of the concrete arches save been poured. Another month and a half will see this bridge carrying traffic. This will see a big aid in relieving the congestion on the other bridges crossing the Pasig.

Another very important project being milt by the Philippine Government under

the direct supervision of the Bureau of Public Works is Pier 7. The equipment necessary to build this has all been constructed; a large number of concrete piles have been cast, and are now being driven; and rapid progress may be looked for on this project.

Of great interest, we believe, to all of the people in the Islands, but of which very little is known generally, is the complete chain of wireless towers being erected throughout the Islands. Rapid progress has been made in the installation of this interisland wireless system, the construction of a great many stations having been completed, and contracts are now being awarded for the installation of the equipment necessary to make a perfect system of interisland wireless communication. All of this work, part being performed by contract, was under the supervision of the Philippine Government.

In Luzon, in addition to the sugar centrals previously constructed and operating, the Pampanga Sugar Development Company's mill is in operation, this being its first season. In Negros all of those centrals which have been under construction during the past few years are now operating, and some of the Negros centrals are preparing to make additions to their plants. The North Negros Sugar Company is at the present time erecting a new mill, known as the Victorias Central. The steel frame for this is the first one which has ever been fabricated in the Philippine Islands to our knowledge, and it was supplied by us. The demand for fabricated steel for bridges and buildings has been fairly steady, most of it being for the railroad system and warehouses of the sugar centrals.

Provincial work exclusive of that in connection with the sugar centrals has been mainly projects in connection with irrigation development, most of these being handled as Insular projects. The largest of these is the Angat Irrigation Project, in the Province of Bulacan. Excavation has been started for the main canals and laterals for this system, and the end of the rainy season will see several large excavating machines at work on the larger canals. This project is to be finished by March 1923. The Santa Barbara Irrigation Project, in Iloilo, is also rounding into shape. Work is being pushed on the dam and concrete structures along the canals, which are nearly completed, and the end of the dry season should see them nearly ready for operation. The Talavera structures, in Nueva Ecija, are under way, with a promise of completion in 1922. Several concrete bridges for provincial roads have been let to contractors, and in all cases work is going on steadily.

It will be of interest to know that the Honolulu Iron Works and Earnshaws new foundry and machine-shop for the manufacture of sugar machinery is now complete, and we ourselves expect to have in operation within the next ninety days an up-to-date electric steel furnace, the first installation of its kind to be made in the Islands, for the manufacture of steel castings. This installation is necessary, from our standpoint, in connec-

tion with the manufacture of the most suitable cane cars for the sugar centrals.

The above is a brief summary of the engineering activities in the Philippine Islands. and we believe we can look with confidence to the future, inasmuch as prices of materials entering into the construction of most building work and other projects will gradually decrease, thereby allowing projects to be inaugurated and completed which the war prices of the last few years made impossible. Most of the work carried on during the last few years has been work which could not be postponed or was made possible by the high prices of some of the Philippine staples, notably sugar central and oil mill construction. We look for a steady improvement and renewed activity in the contracting and engineering business.

## THE BUILDING OUTLOOK By W. J. Odom

The building boom of the last four years may be considered over. The structures erected consisted principally of commercial and semi-commercial buildings (bodegas); industrial (chiefly coconut-oil factories) and a few residential buildings. The last named were erected mostly for the owners themselves and not for renting purposes. There was also quite a little building where owners were improving their properties.

For the present, the principal buildings being erected are the several big commercial structures planned a year or two ago. These are, for instance, the Hongkong and Shanghai Bank, the Pacific Commercial Company's building, the building of the Compañía Filipinas, Fernandez Hermanos building, Wise & Company's building, and the Yutivo building.

Then, of course, there are the government edifices: the Post Office, Senate, Custom House, Rizal Hall, and the General Hospital additions. There may also be mentioned the Jones Bridge and Pier 7. Several of these projects are carry-overs from the past two or three years.

The outlook for the immediate future cannot be called bright. This situation is naturally a reflex of the business conditions, and a revival in business, which seems imminent, doubtless will mean a revival in building. Personally I have in hand several projects which are contemplated, and a start on which may be made at any time if the business situation continues to improve. These projects are all commercial, located in the business district. In the aggregate, they amount to about five million pesos.

In regard to residential buildings, I regret to say that for the present I cannot recommend building, at least as an investment promising good or even fair returns. Manila has been so long accustomed to low rentals on account of the abundance of old structures built for next to nothing, that the peo-

ple are adverse to paying the higher rentals demanded by present conditions, if the landlord is to have even a decent return on his capital.

In general, I am optimistic as to the future. I have a firm and abiding faith in the Philippines and their development, and, with a return of even normal prosperity, I look for Manila to see a building boom greater even than that of the past two or three years.

#### GENERAL AGRICULTURE

By H. Edmund Bullis, Philippine Publicity Service, Inc.

#### RICE

In the Philippines much more is heard about hemp and copra than about rice, because these two former products are produced for export. Rice growing, as a matter of fact, is the greatest industry of the Philippines. It is estimated that more than a million adults are engaged in rice culture, which means that practically four millions of people-men, women, and children-are supported by rice culture alone. Approximately half of the private lands of the Philippines are cultivated. Of this amount, one-half is planted to rice. Notwithstanding this fact, this year was the first in the history of the Islands during which sufficient rice was raised for home consumption.

The Bureau of Agriculture, for a great many years, has been attempting to force upon the attention of the Filipinos the necessity of growing enough rice in the Philippines so that Indo-China would not have to be depended upon for the chief food of the Philippines. As a result, the production of rice in the Philippine Islands this year will, for the first time, exceed its consumption. This crop has been estimated to be over twenty million cavanes, and the annual consumption has never exceeded this amount.

During the war rice was greatly in demand all over the Orient and prices went as high as twenty to twenty-five pesos a cavan. This price in the Philippines was fixed at P16.25 to P18.25 a cavan and this high price induced many Filipinos to start its cultivation. It has been figured out by Government authorities that the cost to produce a cavan of rice in Nueva Ecija is P4.77 per cavan. This price includes the labor, rent of land, depreciation of machinery, cost of carabao, et cetera.

The cost of producing rice in Saigon is much less than it is in the Philippines for the reasons that, there, labor is a good deal cheaper and that it is unnecessary to resort to artificial irrigation. The rice country surrounding Saigon is very level and low, and the many small streams and rivers flowing through this land are backed up when the tide rises and overflows the banks. In the Philippines irrigation is obtained only by means of the most strenuous labor. Because of these advantages, the production cost of

rice in Saigon is not more than ₱1.00 per cavan.

Since the war, the demand for the rice in the world markets has been less than normal. causing Saigon rice to flood the Philippine market. The result is that rice has been selling from P1.50 to P3.00 per cavan, much less than its production cost in the Philippines. As a result, rice crops in many sections have not been thrashed, a large number of rice farmers are discouraged and will not plant again unless the Government comes to the aid of the rice industry in the Philippine Islands. At the close of the session of the Philippine Legislative bodies, last February, an embargo was placed upon rice importation into the Philippines, effective until June 30th of this year. Learning in some manner that this bill was to be enacted, the rice merchants here placed large orders for rice in the Saigon market. Inasmuch as the embargo does not affect rice already contracted for, it has worked only to the detriment of the rice farmers. The Chinese merchants, not the Filipino farmers, reaped the benefit of this embargo, for large importations of rice still continue.

In the year ending June 30, 1920, only about 200,000 cavanes of rice were imported due to the embargo in effect during part of 1919 and 1920. During the five months following after the embargo was lifted, approximately 1,130,000 cavanes were imported. For the year ending June 30, 1921, more than ten times as much rice will have been imported as was brought in the previous year.

The writer believes that the embargo should continue in force after June 30th, and that a maximum price for rice be set by the Government, so that the Philippine farmers may be encouraged to continue planting enough rice to meet the needs of the entire archipelago. It would be an economic mistake to allow the greatest industry in the Philippines, which supports approximately forty per cent of its people, to be jeopardized by not protecting the efforts of these people with an embargo.

#### A NEW GRAIN FOR THE PHILIPPINES

The grain experts at the Bureau of Agriculture have been experimenting for some time with a grain known as *adlay* which, when growing, looks like a tall, coarse grass. In India, it has been used for hundreds of years by some of the hill tribes as a grain and a food. Only recently has it been tried out as a food in the Philippines.

The milled grain analyzes practically the same as wheat, except that it contains nearly four times the amount of fat. Adlay makes a delicious hot cake and is very palatable for use like pearl barley in soups. "Cracked," the grain makes a capital breakfast food, and the whole kernel boiled makes a good rice substitute.

Adlay is a more nourishing and better balanced food than rice. Because it far

surpasses rice in yield per hectare and can be grown without irrigation over the greater part of the Philippines, it will undoubtedly become an important crop, after it becomes better known.

The principal objection to adlay is that it is hard to hull by the primitive mortar and pestle method, and because the kernel is much softer than the rice kernel, it is easily broken, resulting in considerable waste. However, with a little experimenting, modern machinery can be designed to hull adlay successfully.

Food habits are very strong and not easily changed. The present problem in making adlay one of the staple foods of the Philippines will therefore be in the education of the people in the recognition of the superiority of adlay over rice.

#### RETAIL CONDITIONS

By C. M. COTTERMAN,
Proprietor, The Walk-Over Shoe Store

This review, as indicated by its title, is a résumé of the conditions in the retail trade of Manila for the month just closed compiled from information and statements obtained from numerous dealers, non-members as well as members of the American Chamber of Commerce.

In many cases the statements of merchants handling practically the same lines of goods differ so greatly that it is impossible to harmonize them into one general summary. All, however, are agreed that the month of April started off with a volume of business, and so auspiciously, as to cause everyone to feel that the worst had come and gone and that the tide had turned. But we are immediately informed that this condition continued for only about ten days after which there was a very noticeable falling off in business and that the last ten days of the month produced the poorest business ever experienced, and that the whole month shows a volume of business close to the average for the months of January, February, and March. There is also a very great difference in the statements as to the amount done in comparison to April 1920, some claiming to have sustained a decrease of as much as 60% while a few merchants claim to have suffered no loss at all. Considering all of the information received the average reduction in volume of business appears to be about 35%.

Various reasons are given for this falling off in business. A few merchants attribute it almost entirely to the numerous "sales" and "baratillos" put on during the month. This opinion is not substantiated by the statements of those who put them on for without exception we have been informed that the receipts of such sales fell far below former sales. The general opinion is that the present retail situation is caused by the shortage of money in the hands of the buying public.

LUMBER REVIEW By Arthur F. Fischer. Director of Forestry.

Like the other industrial activities in the Philippines, lumbering is affected by the readjustment conditions now confronting the world.

During the month of March the nineteen larger mills in the Islands shipped for local and export trade 6,839,772 board feet and had 11.536,300 board feet in stock in their yards. At the peak of the lumber cutting, about sixteen months ago, approximately 9,000,000 board feet were being shipped monthly. This comparison does not show the most discouraging side of the situation for at that time the lumber was easily sold for 100% more money than at present. Some of the sales made now are at a sacrifice depending on the need of ready money by the lumbering interests.

The stock of Philippine hard woods in the furniture cities of the United States, i. e., Grand Rapids, Michigan and Jamestown, New York, and in the other lumber centers is low but sufficient for the demand. Unfortunately, American dealers and manufacturers are not replenishing their stocks until money conditions are better, consequently very little lumber is moving for export trade, although occasional shipments of Red Lauan and Tanguili go to the United States, China, Australia and New Zealand.

Approximately one-third of the lumber being shipped from the mills to Manila is Red Lauan and Tanguili, which is used for interior finishing and furniture; and about onethird is White Lauan which is used for concrete form work and siding.

The principal lumber being imported from the United States is Oregon pine in long lengths and telegraph poles. The Interisland transportation facilities are unable to handle these long lengths, consequently the Trans-Pacific ships have to be depended

Unless conditions are considerably improved in the near future, the stock in the various yards will become so great that most of the mills will have to curtail production. Of the sixty saw mills in the Islands, about fifty are in operation at the present

The export for 1920 was 13,562,256 board feet valued at the custom house at ₱1,834,297. General indications are that the export of lumber will pick up in the next few months now that reasonable freight rates are quoted and it is believed that the export for 1921 will be equal to or greater than 1920 unless unforeseen conditions in the States develop.

#### MISCELLANEOUS ITEMS OF INTEREST

The American Chamber of Commerce in Cuba has protested against the introduction or passage of a substitute tariff bill for the proposed Fordney Bill. Indications are that such a bill would provide a tax of one cent per pound on sugar.

Foreign Trade Changes.—Imports in the Pacific Coast customs districts, during January, aggregated \$15,371,000, \$17,915,000 less than the imports in these districts during January of last year. Exports declined from \$52,343,000 to \$30,935,000. The decrease in imports in the Oregon district was \$1,-590,000; in the Washington district \$9,819,000; in the San Francisco district \$5,375,000; in Los Angeles and San Diego district \$1,-131,000. In exports, Oregon district increased \$3,217,000, while Washington district declined \$4,862,000, San Francisco district declined \$19,448,000 and Los Angeles and San Diego district declined \$315,000.

South Sea Island Copra Trade.—Reports from Sydney state that the copra industry in the Solomon Islands is making rapid strides in development, 30,000 acres are under cultivation and about 10,000 tons of copra are exported annually.

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Should you be interested in securing data and information before you start on your trip, a letter addressed to this Chamber, outlining your requirements, will receive immediate attention.

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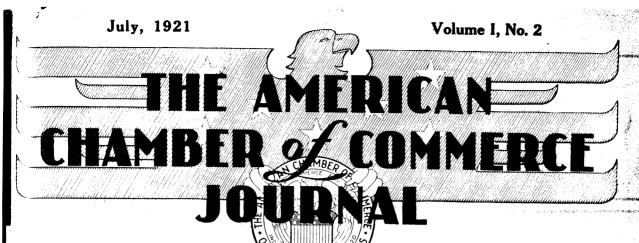
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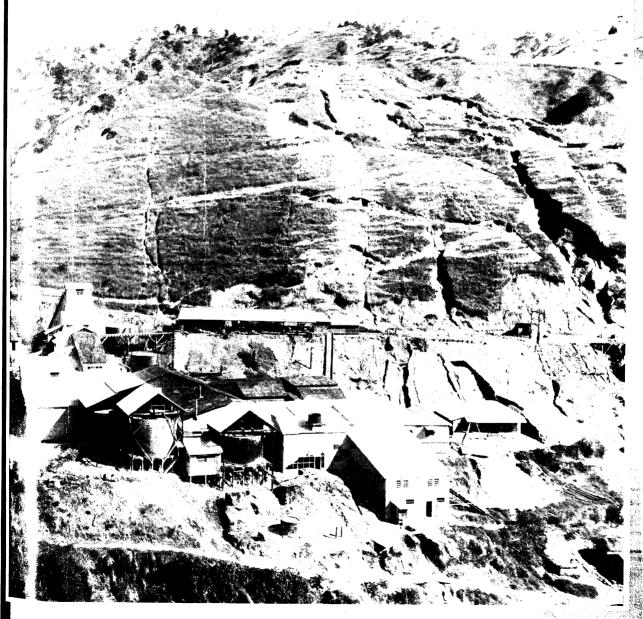
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C. W. Rosenstock
W. E. Olsen
Stanley Williams
R. M. McCrory

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### AMERICANS IN THE PHILIPPINE ISLANDS



### C. M. COTTERMAN

Mr. C. M. Cotterman, the Vice President of the American Chamber of Commerce of the Philippine Islands, was born in Montgomery County, Ohio, July 26, 1866. In 1872 his parents moved to Darke County, Ohio, and, in 1878, to Nebraska where they settled on a homestead in Boone County, then 72 miles from a railroad and when straggling Indians were frequent visitors and beggars. His early life was spent at farm work such as plowing, pitching hay and shouldering two-bushel bags of wheat, and his education was received from typical frontier public schools.

Mr. Cotterman entered the postal service of the United States in 1885 when eighteen years old. Ten years later he was appointed Chief Clerk of the Railway Mail Service at Ogden, Utah, and in 1896 was transferred to a similar position but with larger territory at Portland, Oregon. In 1899 he was appointed Assistant Superintendent of the Railway Mail Service at San Francisco and in November 1900 was sent by the Postmaster General to these Islands as Director of Posts. He resigned in December, 1913, and has since been engaged in business in the Islands as proprietor of the Walk Over Shoe Store and as President of the Philippine Acetylene Company.

During his stay in the Philippines Mr. Cotterman has made a host of friends and his life has been unselfishly devoted to the furtherance of public enterprises. He is a member of the Masons and Elks; President of the New Masonic Temple Association of Manila; Chairman of the Executive Committee of the Philippines Chapter, American National Red Cross; Member of the Organization Committee for the American-European Hospital and President of the Baguio County Club.

### RAY W. BERDEAU

Mr. Ray W. Berdeau, the Manager of the Vacuum Oil Company of the Philippines, was born 34 years ago at Watertown, N. Y. While pursuing a civil engineering education at Cornell University Mr. Berdeau had the opportunity to join a semi-arctic exploration party and, after spending two years in the Hudson Bay Country, he joined the construction department of the New York Central Railroad.

This experience served to develop an ability that was put to use in the construction of the Panama Canal where Mr. Berdeau achieved a reputation on marine and harbor work that called him to various Central, South American and West Indian countries.

Due to his knowledge of French, he was offered a commission in the French Army, and in the American Red Cross Army Corps in France, but these were declined to accept a commission in the Engineers Corps of the U. S. Army directly after the sinking of the Lusitania. His army career earned a commendation of efficient service from the Chief of Engineers, and a commission of Major in the Engineers Reserve Corps.

After the Armistice, Mr. Berdeau was detailed to Panama to specify the equipment for the military highways of the Canal Zone and then to New York Harbor to plan and supervise the extensive plant necessary to deepen the East River.

Mr. Berdeau has had an exceptionally active career and is a member of numerous national engineering societies and clubs—the American Society of Civil Engineers, American Society of Military Engineers, Panama Society of Civil Engineers, American Institute of Science, is President of the Manila Rotary Club, and is affiliated with the Army & Navy, Elks, Polo, Manila Golf, and Baguio Country Clubs.





### EDWIN E. ELSER

Edwin E. Elser, one of the best known of the Directors of the American Chamber of Commerce of the Philippine Islands, was born in Hartford, Connecticut, and when he was ten years old, moved with his family to California. In 1901 he came to the Philippines to work for McCullough & Company.

In 1907, realizing the opportunities in the insurance business, Mr. Elser organized the company of which he is now the head, and became the pioneer American insurance man in the Islands. His business has steadily grown until he is one of the recognized leaders in his line in the Orient.

Mr. Elser has always interested himself in public movements of all kinds, and at the present time is stockholder and director in about twenty of the leading business organizations here.

Mr. Elser has the distinction of having been paid the highest honor given in Masonry in the Philippines, as this year he is Grand Master of the Grand Lodge of Masons in the Philippine Islands. For a great many years he has been a leader in the various Masonic lodges, and is also affiliated with the following organizations: Elks, Manila Polo Club, Manila Golf Club, Army and Navy Club, Columbia Club, Tiro al Blanco, Baguio Country Club, and is treasurer of the Rotary Club of Manila.

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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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OF COMMERCE OF THE PHILIPPINE ISLANDS.

### The Chamber's Stand on Territorial Form of Government for the Philippines

By C. M. COTTERMAN, Vice-President American Chamber of Commerce of the Philippine Islands.

On August 14th, 1920, the American Chamber of Commerce, with 253 members present, adopted the following resolution:

Whereas the present status of the Philippine Islands is undesirable;

BE IT RESOLVED by the American Chamber of Commerce of the Philippine Islands that a territorial government under the sovereignty of the United States is desirable.

I have been requested by the editor of this journal to tell its readers the exact type of territorial government the members of the American Chamber of Commerce who voted for the resolution had in their minds. This is an impossibility since there was no attempt made to secure unanimity of opinions and ideas beyond the declaration in the resolution as to the form or details of the territorial government desired. Even the members of the board of directors evaded this phase of the subject in their discussions of the proposed resolution prior to the general meeting at which the resolution was adopted. Their authorized report to this general meeting stated that the resolution made no proposal as to the form of territory which question must be left to the proper authority under an enabling act.

However, it is a fact beyond question that every American present, whether he voted for or against the resolution, was in complete accord and harmony on the declaration in the preamble that the present status of the Islands is undesirable, and that some change in that status which would absolutely and completely restore the sovereignty of the United States to its proper and rightful position was necessary. Unquestionably there were many differences of opinion as to the method of making the change and as to the extent and form of the change desired. Some members expressed a preference for a colonial government and opposed the declaration for a territorial government on the ground that this meant ultimate statehood and full citizenship in the United States for all of the inhabitants of the Islands. However, the discussion tended to harmonize these differences so that finally the resolution was adopted with only six votes in opposition.

At no time since the establishment of civil government in 1901 has the status of the Philippine Islands been entirely satisfactory to the American residents for, although they were citizens of the country whose flag flies here, they found themselves relegated to a position below that of the native inhabitants. This position, while not satisfactory, was not particularly obnoxious or extremely distasteful until after the advent of the Harrison administration. By the radical change in policy which was then inaugurated the American residents were relegated still further toward the foot of the line. Following the Jones Law in 1916 we saw Governor-General Harrison smilingly approve and put into effect the re-organization Act No. 2666 by which he was relieved or shorn in every possible way of duties that were clearly delegated to him by the Jones Law, and by which American citizens were prohibited from holding certain offices. But this was not enough and so in 1918 Mr. Harrison created the Council of State by executive order and thus further relieved himself of other duties and obligations belonging to his office and made the President of the Philippine Senate and the Speaker of the House of Representatives the most powerful presiding officers in the world. Then we saw the sovereignty of the United States relegated to the third page of the government roster, the Senate and House with complete lists of membership preceding the office and name of the Governor-General. Also, we were getting the continuous harangue day and night about fitness for independence and the demand for it immediately regardless of what the consequences from either foreign or domestic causes would surely be if obtained. And, frequently, coupled with this demand was the insinuation of bad faith on the part of the United States for delaying or withhold-

ing the grant of independence when, as they claimed, all of the stipulations in the Jones Law had been met and had been so stated by Mr. Harrison in his reports to President Wilson. The climax came when we were severely castigated by the Filipino political leaders and by the Filipino press for presuming to favor the last Coastwise Shipping Law enacted by the Congress of the United States which they deemed inimical to their aspirations for independence.

This Chamber of Commerce was born on the reaction to Filipino opposition to this law of Congress. The territorial resolution resulted from the walk-out of the Filipino employees on the American papers ordered by their political leaders because of their dislike to the discussion of this and kindred subjects in those papers after the President of the Senate had tersely expressed the kind of an independent government he would accept rather than to remain under the sovereignty of the United States. But there are still other factors that contributed to its adoption. Every red-blooded American hopes to see his country expand as a world power and in its foreign commerce. We know that if we are ever to be a force in the Orient worthy of the name in these two respects we must have a base nearby or therein from which to work. Having acquired these Islands in a perfectly legal manner we can see no good reason why we should now haul down our flag and vacate and particularly since we also believe that these Islands are our logical base in the Orient. Furthermore, we believe, as has been so frequently stated, that the greatest good will come to these Islands and to all of their inhabitants by the permanent establishment of complete and absolute American sovereignty therein.

The foregoing are but a few of the many things that have caused the American residents of these Islands to feel dissatisfied with the present status and that impelled the American Chamber of Commerce to declare itself in favor of a territorial government under the sovereignty of the United States, and they are briefly cited simply for the purpose of endeavoring to show the frame of mind its members were in at that time. Some members voted for the resolution believing that the desired result could be accomplished by a few amendments to the present Jones Law which would give us a permanent colonial government. Other members favored the resolution having in mind a partial federalization of the government which would put the management and control of the more important functions, such as the Customs, Internal Revenue, Posts, Treasury and the Iudiciary under the Federal government, and which would correspondingly reduce the legislative authority of the Philippine Legislature. Still other members, possibly a majority of those present, had in mind a form of territorial government as completely federalized as was the territorial governments of Arizona, New Mexico, Utah, and Wyoming before their admission to statehood, or similar to that now enjoyed by the territories of Alaska or Hawaii. But all who voted for the resolution were willing to lay aside their differences as to form and details of organization for future determination in order that we might then and there declare ourselves as in favor of the strongest form of American government, less than statehood, that we were familiar with. We felt at that time, and still so feel, that it was our duty as well as privilege to tell the world what form of government we deemed best for these Islands. We are citizens of the country that is still responsible to the world for the government of the Philippines. Many of us have large property interests here and some of us have all of our worldly possessions in the Islands. None of us concede to any person, class or race a greater desire to do what is best for all of the inhabitants, or a highermindedness of purpose in what they do, than we claim to have used when we adopted the territorial government resolution. The accomplishment of what we desire may not give quite as much in the immediate future to a very few of the Filipino political leaders and office holders, as well as their favored friends outside of office, but we believe that in the end they too will be gainers if American sovereignty is made absolute and permanent, for their present prosperity, or such prosperity as they hope to get under independence, can last but a short time for reasons well known and which need not be repeated here.

### SECRETARY HOOVER AGAINST DOUBLE TAXATION

Secretary Hoover, in addressing Convention of United States Chamber of Commerce, Atlantic City, April 28th, said:

"Every merchant will agree with me that the sale of goods abroad is a matter of salesmanship and national sentiment as well as of quality and prices. None except our own citizens can properly represent these factors. We can liken our present foreign marketing system to a supply train and a general staff, with no fighting men on the front. Our competitors hold the front line, and naturally we lose the business when competition arises.

"If our laws are inadequate to stimulate, protect and give equality to American citizens who exile themselves in trade abroad, then we should legislate further. One thing is certain that so long as nonresident Americans are the only nationality who pay income taxes to their home governments on foreign earnings, they have no equality in competition."

The following letter was sent by the representative of the American Chamber of Commerce of the Philippines in Washington to Secretary Hoover:

To the Honorable,

The Secretary of Commerce,

Washington, D. C.

My Dear Mr. Secretary:-

As a matter coming directly within the purview of your Department, I am enclosing herewith some data relating to the discrimination worked by the U. S. Revenue Act of 1918 upon Americans residing and doing business in the Philippine Islands.

We have spent three billion dollars in creating a merchant marine, and are now spending another half billion dollars annually in maintaining it; other millions are spent upon a Consular service and Commercial attachés at foreign courts, while in Washington we have the Department of Commerce, organized specifically to foster our commercial interests. Everywhere there is talk of our "foreign trade," and how vital a thing it is to the prosperity and happiness of our people.

What happens, however? The veriest tyro in matters of foreign trade knows-or should know-that we cannot develop a worthwhile foreign trade without foreign traders; that is, resident merchants in the different ports and trade centers of the world. To compel American shipowners and American import and export houses to rely upon foreign agents abroad, is to invite inevitable failure. Does our government by its legislation recognize this essential fact? Has it taken any steps to safeguard and protect its pioneer trade missionaries who have gone into foreign fields, and who are struggling to create new markets for American products? Does it lend any encouragement, or offer any hope of reward, to those who might be induced to venture their capital in foreign enterprises? EXACTLY THE CONTRA-RY. By its Revenue Act of 1918 it undertakes to ferret out the income derived by them from their wholly foreign business, and to collect thereon the exorbitant tax rates provided for residents of the United States proper. It deliberately works this handicap and hardship upon our foreign traders notwithstanding nations who are old at the game, and who are in direct competition with us for this commerce, impose no such burden upon their nationals.

In the Philippines our Government not only does not protect its citizens, but it penalizes their efforts, destroys their accomplishments, and will, unless prompt relief is haddeliver the business of the Islands into the hands of Britishers, Japanese, Germans, Frenchmen, and trade rivals of every race and color. This in our own territory and under our own flag, where all alike share the benefits and receive the protection of our sovereignty. Such a discrimination between classes in the Philippines is no less illogical than it would be in the States, where such a procedure is as inconceivable as it would be unlawful

I would respectfully ask that I be given opportunity to appear before your committee and furnish such further information on the subject as may be desired. I am satisfied there are few phases of our foreign trade program more vital than that here raised, or more deserving of careful consideration.

I have the honor to remain.

Very respectfully yours,

(Sgd.) D. R. WILLIAMS.

### INCORPORATIONS REGISTERED DURING MONTH OF MAY, 1921, IN WHICH AMERICANS WERE INTERESTED.

(Furnished by the Bureau of Commerce and Industry)

### **Domestic Corporations:**

World Import and Export Company
Incorporated to engage in a general wholesale and retail business and to buy, sell,
import and export.

 Capital Stock.
 P100,000.00

 Capital Stock (paid up)
 20,000.00

 Incorporators:

Henry W. Elser, J. F. Kearney, J. L. Headington, J. K. Pickering, J. L. Pierce.

### Union Oil Company

Incorporated to bore, drill, operate for, develop or otherwise obtain from the earth, petroleum, rock or carbon oils, natural gas and other volatile mineral substances and to manufacture, refine, prepare for market, buy, sell and transport the same in the crude or refined condition, in the Philippines and elsewhere.

Edward Cook, Robert Johnson, Jr., Martin Vaguedes, Mamerto A. Valdellon, Jr., Maximo Frialde.

### Bilaan Stock Company

Incorporated to engage in stock farming and plantation pursuits.

 Capital Stock.
 **P75**,000.00

 Capital Stock (paid up)
 31,000.00

 Incorporators:

P. D. Rogers, S. Y. Cross, Arolas Tulawis, F. H. Young, E. A. Gebert.



THE MANILA ROTARY CLUB LUNCHEON
At the Manila Hotel given in honor of the Commercial Commission from the Pacific North-West and the Members of the American Chamber of Commerce of the Philippine Islands.

### VISIT OF THE COMMERCIAL COMMISSION FROM THE PACIFIC NORTH-WEST OF THE UNITED STATES OF AMERICA

Undoubtedly the visit of our distinguished guests from the Pacific coast, in the latter part of May, will be productive of good results.

While every effort was made to entertain them while here, at the same time, business discussions were not overlooked, and most of the visitors went back to the United States with an entirely different feeling about the Philippines than when they came.

We are to be honored, in a few months, with a similar delegation from San Francisco. These visits cannot help but be of benefit, not only to the Philippine Islands, but also to the commissions making the visits, for at the present time a great deal of misunderstanding exists on the part of business interests of the United States toward the Philippines and of business interests in the Islands toward the United States. These visits tend to smooth out many little difficulties which arise.

While the Commercial Commission from the Pacific Northwest was in Manila, its members were entertained at a Thé Dansant, given at the Manila Polo Club by the American Chamber of Commerce; at a luncheon, given in the Manila Hotel Pavilion by the Rotary Club of Manila; at three different luncheons given by the American Chamber in their club rooms; on a trip to Pagsanjan Gorge under the auspices of the American Chamber, and on many other informal trips and gatherings.

The following letter, which is self explanatory, was received from the Secretary of the Commission:

COMMERCIAL COMMISSION FROM THE PACIFIC NORTHWEST OF THE UNITED STATES

Manila, May 23, 1921.

MR. H. E. BULLIS,

Philippine Publicity Service, Manila, P. I.

Dear Mr. Bullis:

Our delegation has received such magnificent attention from the Press of Manila that I am wondering if we may burden you with a message of grateful appreciation to the newspapers.

The English language papers (the Bulletin, Herald, and Times) have been unusually

cordial and generous in comment and space. We have, of course, been able to read them, but we have not read the native language or Spanish language publications.

If you are in position to assure the papers of our very deep sense of gratitude, we shall keenly appreciate your kindness.

With very best regards, and best wishes for success in your work, I am

Yours sincerely,

Roy O. Hadley, Secretary.

Harry D. Cranston sent in the following excuse he received from one of his office boys. It is on a par with the "dead grandmother" excuse of the American office boy:

"Mr. Cranston:

I am the very man needed to assist the dead body of my brother-in-law to settle him to his grave. We are preparing for accomplishment of his funeral this p. m. So please let me be under your consideration to-day.

Yours respectfully, QUIRICO BUENAFE."

### The American Chamber of Commerce Journal

OFFICIAL ORGAN OF



COMMITTEE ON PUBLICATION OF JOURNAL

C. W. ROSENSTOCK, Chairman
H. EDMUND BULLIS, Editor and Business
Manager

EDITORIAL OFFICES
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P. O. Box 2172 Telephone 2600

### EDITORIALS

### LOSS OF VALUED MEMBER

Henry Hasemeyer, the only active member of the American Chamber of Commerce in the Sulu Seas, passed away last month. Mr. Hasemeyer for years has been the leading American business man of Jolo, and his untimely end is regretted by all who knew him.

### YEATER FOR GOVERNOR-GENERAL

Acting Governor-General Charles B. Yeater, by his fair dealing, excellent judgment and the tact he has displayed, has won the good will of Filipinos and Americans alike. He is held in esteem by all who come in contact with him, regardless of their political affiliations.

The American Chamber of · Commerce earnestly believes that it would be fitting and proper that Acting Governor-General Yeater be made Governor-General during the remainder of his tenure of office, as a reward for his excellent services rendered.

### JUDGE WILLIAMS DOING GOOD WORK

Excellent publicity and editorials in Cleveland, Chicago, New York and Washington papers resulted from Judge Williams' speech at the Cleveland Foreign Trade Convention on "Double Taxation on Our Foreign Trade".

The papers through the country have commented on the matter quite generally, and, without exception, favor exemption of American investments abroad from domestic taxation. The following editorial appeared in the New York Tribune of May tenth:

"HANDICAPPING OUR OWN TRADE Another interesting light upon the reason for the decline of American trade as compared with European trade in the Philippines was thrown by Judge D. R. Williams, representative of the American Chamber of Commerce of the Philippine Islands, speaking at the Cleveland Foreign Trade Convention.

Despite its urgent need for revenue and its long established income tax, the British government, it appears, imposes no tax upon the local income of British citizens resident abroad. British merchants established at Manila are thus exempt from income tax on the business which they conduct there. The same exemption is allowed by practically all the important trading nations.

But American citizens settled there are compelled to pay income taxes. "In our own dependency and under our own flag," says Judge Williams, "we penalize our own countrymen in favor of foreigners". If the American adds this taxation to the selling price of his goods he is undersold by the foreigner. If he pays it out of his own pocket he will become bankrupt.

That certainly is an unsatisfactory state of affairs, the disastrous effects of which upon American commerce are quite obvious. The remedy is to exempt the American or to tax his foreign rival. The abolition of the detested excess profits tax will not afford sufficient relief, for this levy does not fall on the ordinary trader and its discontinuance will not benefit him. The American government's ability for handicapping business that the overwhelming majority of our people would encourage amounts almost to positive genius."

### THE NEW BRANCH OF THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE

One of the first steps Secretary of Commerce Herbert Hoover has taken is to widen the scope of the Bureau of Foreign and Domestic Commerce, and he is establishing branches of this organization outside the territorial limits of the United States.

The first branch to be opened is to be located in Manila, and it is the wish of the American Chamber of Commerce that this branch be established at their headquarters, which is the logical center of American endeavor in the Philippine Islands. At the present time the Bureau of Foreign and Domestic Commerce has commercial attachés or trade commissioners in the Far East at Peking, Tokyo, Sydney, and Calcutta.

It is greatly to be hoped that this new branch will be able to stimulate more interest in American manufacturers and American business men in the possibilities of the Philippines.

### WHAT IS THE PURPOSE OF THE COM-MERCIAL AGENCIES OF THE BUREAU OF COMMERCE AND INDUSTRY IN THE UNITED STATES?

The results obtained by the commercial agencies of the Bureau of Commerce and Industry of the Philippine Islands, stationed in New York City and San Francisco, from the standpoint of interesting capital to come to the Philippines, has been negligible. Word has come to the American Chamber of Commerce to the effect that one of the reasons why these agencies are not accomplishing more to really help Philippine business is because of the fact that they are devoting too much of their time to political propaganda work.

This fact is proven by the publications compiled, published and distributed by the Publicity Department of the Philippine commercial agencies. Many of the alleged "facts" in the publications entitled "The Philippine Flag" and "Philippine Resources and Opportunities" give a false picture of the actual conditions in the Philippines, and are manifestly distorted to attempt to mislead the American people.

If these agencies had been conducted on a strictly business-like basis, with the intention of really interesting American capital in the Philippine Islands, and of disseminating information which would be of help to our commerce, it might not have been necessary for the Bureau of Foreign and Domestic Commerce of the United States to have to establish a branch of their own in Manila.

### SUBSCRIPTIONS TO THE CHAMBER JOURNAL

The first issue of the American Chamber of Commerce Journal was in such demand that it was soon exhausted. Hundreds of copies were sent to the States by various members of the Chamber.

Undoubtedly you have a friend or friends in the States whom it would be worth while to try and interest in the Philippines. Why not make arrangements with the Secretary of the American Chamber of Commerce to have a copy of the Journal sent to them regularly? The subscription price in the United States is only \$3.00 per year.

### A GOOD PLACE TO CURTAIL EXPENSES

Anyone visiting the Press Bureau in Washington, maintained by the million peso independence propaganda fund of the Philippine Government, could scarcely believe that the Filipino Government is practically bankrupt. This Bureau has expensive quarters in the Munsey Building, maintains a corps of clerks, has lecturers in the field (with all expenses paid) and is altogether liberal in its disbursements. The American Chamber of Commerce doubts if this is a legal charge against Insular Revenues, 85% of which are collected from non-filipinos.

With all the present talk on saving government money, it would seem advisable to curtail the lavish expenditures occasioned by the upkeep of this Press Bureau.

### GENERAL WOOD UNANIMOUS CHOICE FOR NEXT GOV-ERNOR GENERAL

The members of the American Chamber of Commerce, at their meeting, July 2nd, were of the unanimous opinion that the seriousness of the present situation in the Philippines makes it imperative that General Wood come here as our next Governor-General. This appointment would be welcomed by all classes in the Islands, and would do more toward stabilizing conditions here than any one step that could be taken. The present situation needs a strong man, and there is no American living who could fill the position better than Major General Leonard Wood. It is the hope of the American Chamber of Commerce that General Wood may be persuaded to honor the Philippine Islands by taking the Governor-Generalship.

### WANTED: A FIXED POLITICAL STATUS UNDER THE AMERICAN FLAG

When Capt. Heath introduced Colonel Henry B. McCoy at the Chamber Luncheon in honor of General Wood, he said that the American community will take hold and make the port, and do other needful things—if there can be a fixed political status for the islands; and that without this fixed status progress is impossible, as the experience of 23 years has proved. "Now," he said, "Is this crowd here willing to say, openly, publicly, and for the benefit of the mission, that the first thing the Americans here want is a fixed political status for the Philippine Islands under the American flag?"

"Yes," roared everyone. "Absolutely."

### AMERICAN CHAMBER MEM-BERSHIP LIST

In the August number of the American Chamber of Commerce Journal the names of all the members in good standing of the American Chamber of Commerce will be published.

Section (c) of Article III, of the By-Laws of the American Chamber of Commerce of the Philippine Islands, states:

"Monthly dues are payable in advance and same must be paid before the 15th of each month or the privileges of the Chamber are denied members failing in this respect. If dues remain unpaid for six months, the offending member will be dropped from the membership rolls."

It is hoped that those few Chamber members who have been negligent, and are in arrears, will pay their dues before July 15th, so that their names may be printed with the other members of the American Chamber of Commerce of the Philippine Islands.

### "Independence Will Not Enlarge Investment Field"

By JUDGE D. R. WILLIAMS

[EDITOR'S NOTE:—This article has been written by the representative of the American Chamber in Washington to refute the arguments made by Mr. Manuel Earnshaw in his article in the May issue of the "Trans-Pacific" magazine entitled "Independence to Enlarge Investment Field."

In the May issue of The Trans-Pacific, Mr. Manuel Earnshaw argues that independence would enlarge the investment field in the Philippines. He bases his conclusion upon the operations of the Jones Bill and the advantages which would accrue from permitting the Filipinos to enact their own laws. With no purpose of questioning the sincerity of the article, attention is invited to certain statements and deductions which hardly square with the facts.

It is stated the Jones Bill became law in 1914. As a matter of fact it became law in August, 1916. This, however, may be a mere typographical error.

The considerable prosperity enjoyed by the Islands subsequent to August, 1916, is credited to the enlarged autonomy conferred by the Jones Bill. Persons on the ground, however, realize that this increase in business resulted from war conditions, and that the Jones Bill had nothing to do with it. It was due almost in its entirety to the phenomenal rise in prices secured for sugar, hemp, copra, coconut oil, and other staple products of the Islands. There was in fact but little increase in actual production, and but scant investment of new capital in Island enterprises. Investigation would disclose that the Jones Bill, with its portent of possible independence, and the inclination of the Philippine Legislature to discriminate against foreigners, has operated as a tremendous deterrent to the coming of capital to the

The Jones Bill is still in force and its merits unimpaired. With the passing of war conditions, however, and the financial crisis precipitated by the mishandling of government finances and the wrecking of the government-controlled National Bank, the economic situation in the Islands today is far worse than at any time since American occupation.

It is to be remembered also that the Jones Bill, and any government instituted thereunder, have back of them the power and prestige of the United States. It is this fact which has insured and still insures the Islands against internal strife and foreign aggression, and at the same time serves to extend and develop their commerce through reciprocal free trade relations. With independence this protection and guidance would be forfeited, while under the "most favored nation" clause of our treaties it is altogether probable our triff wall would apply to and stifle the developing industries of the Islands.

Even should the beneficent effects of the Jones Bill be conceded, therefore, it in nowise follows that the complete withdrawal of American sovereignty would prove other than a tragedy to the progress and prosperity of the Filipino people. Medicine in small doses may prove helpful, whereas in quantity it may prove a destructive poison.

The article states: "At present we exclude Chinese altogether, while the Gentleman's Agreement operates with regard to Japanese entering the Philippines just the same as it does in the United States." The writer then implies that with independence the Philippine Legislature would remove or lower these barriers, with a consequent benefit to the Islands.

It is to be observed in the first place that the so-called "Gentleman's Agreement," which became effective in 1908, does not apply to the Philippine Islands. Japanese laborers are free to enter the Philippines, and they have done so in very considerable numbers, as witness the thousands of Japanese now in Davao and other portions of the Archipelago. Memory reverts in this connection to the forcible and altogether illegal deportation to Davao of the women of the red light district, Manila. This was done under the auspices of the Philippine Bureau of Labor, for the ostensible purpose of overcoming the competition of Japanese at that point.

Equally unfounded is the statement that the Philippine Islands are now precluded by our laws from admitting Chinese laborers. Authority covering immigration is conferred by the Jones Bill upon the Philippine Legislature, the only proviso being that any such act must first receive the approval of the President. No further action or authority by the United States Congress is necessary in the premises.

Neither is the conclusion that such immigration would be authorized and encouraged by an independent Philippines supported by the present attitude of the Philippine Legislature. For years Filipino hacenderos have unanimously urged the admission of Chinese laborers, in which project they have been supported by most resident Americans. All measures looking to that end, however, have been effectually blocked by the political and labor elements of the population. The same is also true as respects Japanese. Philippine Legislature has done everything possible to prevent and discourage their coming to the Islands, the latest instance being the Revised Public Land Act, directed specifically to that end, which precludes the purchase or lease of public lands by Japanese.

The writer of such article further argues that the wages now paid in the Islands are altogether too high, a situation which would be relieved through the admission of Chinese and Japanese. His optimism is indeed beautiful if he believes an argument of this sort would influence the masses of the Filipino people—and with them the "politicos" who depend upon their votes—to open the gates to a flood of low-priced labor.

### Mineral Resources and Mining in the Philippines

By WARREN D SMITH

Head, Department of Geology, University of Oregon, and Acting Chief, Division of Mines, Bureau of Science

F the three basic industries-mining agriculture, and forestry-the tripod directly supporting our material civilization and indirectly our whole physical, intellectual, and moral life-the first has been the most tardy in development in the Philippines. This is unfortunate, for, had it received greater encouragement and not, in some instances, discouragement by the imposition of restrictive laws and taxes, the industry might now be vielding a larger revenue to the government and be the cause of the circulation of more fluid capital in the Islands. Instead of this prosperous condition, we find a few struggling companies and a host of others which have died still-born. This backwardness in Philippine mineral development is due to several factors other than those named and the Government cannot be blamed for all of it. What those other factors are we shall come to in later paragraphs. In making what seems to be rather direct charges in the matter of the Government's failure to support the mining industry to the fullest extent, I wish to say that this cannot be attributed to a lack of desire to assist so much as to other claims upon the support of the Government and to the failure to realize the necessity of doing certain things which, to experienced mining men, appear to be selfevident. The Department of Agriculture and Natural Resources is showing that it has the welfare of the industry at heart by the recently proposed very liberal amendments to the petroleum regulations. As the writer is the main connecting link between the Government and the industry, it is his duty to report the true status of the situation without reservations. In any of these shortcomings of the Government, he does not wish to evade his share of responsibility.

Again let me say that it is not so much what the Government (I refer to both the American and Filipino governments) has done as it is what it has not done which counts. An example of what can be done is the recent bonus offered by the Government of Australia, of \$\mathbb{P}100,000 to the persons who first produce a commercial supply of petroleum in that country.

Or let us take a specific case here. The gold mining industry of Benguet depends absolutely upon cheap power-water. The large power project on the Agno River contemplated by the Government should be pushed, to make possible the consolidation and successful working of a half dozen or more low grade properties now lying idle. Because this is not being done, the Government is losing a by no means inconsiderable direct revenue, and the country is losing indirectly by reason of the fact that this potential wealth is not being made available.



Courtesy Bureau of Science.

THE FIRST CHIEFS OF THE MINING BUREAU

From left to right:—Standing: Mr. Charles Martin, former photographer, Bureau of Science; Mr. H. D. McCasky, the second chief of the Bureau of Mines; and Mr. Tipton. Sitting: Father Paguia and Lleutenant Charles Burritt, the first chief of the Bureau of Mines.

Paguia and Lleutenant Charles Burritt, the first chief of the Bureau of Mines.

In 1902, Lleutenant Charles Burritt, of the Eleventh Cavairy, United States Volunteers, was detailed as the first Chief of the American Mining Bureau, in the Walled City, and his first work was to compile all the coal data, et cetera, from the Spanish records. Literant Burritt is at the present time living in Arizona.

Mr. McCasky, an experienced mining engineer, the second chief of this division, who was appointed in 1906, was the son of General McCasky.

Mr. McCasky has a ranch at the present time in the Rogue River Valley in Oregon.

In 1907, this Bureau was put under the Bureau of Science and the present Chief, Warren D. 1, was placed in charge.

American capital, with good reason, has for a number of years been chary about going outside the United States to seek investment, so that the industry here has depended and must still, to a large extent, fall back

upon New Zealand, Australian, and China

Coast capital. Our dredging industry has been largely in the hands of New Zealanders ever since it started.

There are indications that the Filipinos are becoming aware of their long neglect of the mineral industry and the number of Filipino prospectors coming in with finds is continually increasing. Although quite a number of them are engaged in coal, gold, and iron mining in a small crude way in a few localities, there is no private company of Filipinos engaged in the business on a large scale. It is true that the Philippine Government, the majority of whose responsible officials are Filipinos, is now sponsoring several national mining projects whose success cannot be predicted owing to very serious difficulties of a fundamental nature. These have not yet gotten beyond the development stage.

It has been said many times that mining in the Philippines is not a "poor man's game". This is quite true except in gold mining, in which it is possible to make "better than wages" with a very limited capital. In addition to the few Americans engaged in this sort of mining, hundreds of natives get a livelihood by panning the streams. Aside from the great inherent difficulties attending all large industrial enterprises in the Tropics, most of the metalliferous deposits are of low grade and refractory. There are exceptions, of course, such as the rich gold placers of the Paracale district, which are now almost exhausted, and the lode being worked by the Benguet Consolidated Mining Company.

We shall not take time or space here to delve into the history of mining in the Philippine Islands as interesting as this history is. "Let the dead Past bury its dead." We are concerned with the present and future.

The Philippine mineral products in the order of their money value production are: (1) gold; (2) salt; (3) stone; (4) coal; (5) sand and gravel; (6) lime; (7) clay (pottery); (8) clay (brick and tile); (9) iron ore; (10) mineral waters; (11) bituminous rock; (12) silver; (13) sulphur.

In the order of their importance in every day life, the list should read about the this: (1) salt; (2) coal; (3) iron; (4) gold; (5) clay; (6) stone; (7) sand and gravel; (8) lime; (9) sulphur; (10) bituminous rock; (11) mineral waters; (12) silver.

It will be noticed that gold, which comes first in the list of money-value production,



Courtesy Dureum of Science

ONE OF THE PIONEER GOLD MINES IN THE PHILIPPINES

Jack Hartwell's Mine Near Baguio

is placed fourth in the second list. The reason for this is that gold has little direct industrial use and only an arbitrary and artificial value as money.

Nevertheless, considering the use of gold as a basis for money practically throughout the world, and its universal appeal to markind as treasure, it plays a tremendous rôle in our economic system, so that a country to-day finds it imperative to have a gold supply.

There is one other mineral product of the Philippines which gives some promise of proving to be of great commercial value, namely, petroleum. The importance of this will depend upon drilling operations now in progress on Bondoc peninsula, Tayabas Province, Luzon. Here the Richmond Petroleum Co., a subsidiary of the Standard Oil Co., of California, is drilling on the most favorable looking structure we have yet

seen in the Archipelago. If their borings are successful on this structure there are many other localities where prospecting by boring would be justifiable. If they are not successful after three or four holes are put down it would make further boring in the Philippines a doubtful venture.

There are a number of seeps known in the Islands showing evidence of high grade oil so that the problem is to obtain it in commercial quantities.

Gold.—The gold production is still the highest of all the mineral products and the industry remains almost entirely in the hands of Americans with some assistance from Australians and New Zealanders, who are first cousins to Americans in the mining business.

It is noteworthy that, inasmuch as in other countries the gold mining business has fallen off greatly, the Philippines have maintained a steady, though not large, output of the yellow metal, only a few ounces less in value than the banner year of 1916, when the purchasing power of gold was more than it is now.

The Aroroy district still leads the others in gold production owing to the continuous operation of its two mines, the Colorado and the Syndicate. Benguet, with its single large producer, alone almost equalling the combined production of the two abovenamed in the Aroroy district, is a close second. Paracale, whose rather remarkable, though small, dredging field once brought it forward into the limelight, is to-day a mere reminiscence of its former self—only one dredge and a small ten-stamp mill operating.

The Benguet Consolidated, in Antamok Valley, has, during the past few years when many gold mines in other parts of the world have had to close down owing to the low value of gold, steadily paid dividends of



Courtesy Bureau of Science

Gold Dredge Used in the Paracale District

from 25 to 35 per cent. At the present writing, the values on the lowest level of the mine are most encouraging, indicating possibly secondary enrichment in the vein. This mine is fast coming to be recognized as one of the notable small gold mines of the world. The vein is a quartz (and some calcite) filling in a fault-brecciated zone nearly 200 feet wide between andesite walls, with two strong veins, one on the hanging, the other on the foot wall with low grade mineralized "country" between. The mineralization in this lode is undoubtedly connected with the quartz-diorite intrusive mass, a short distance to the east. It is noteworthy that the successful producers all around the Pacific including Korea, Alaska, and California are generally associated with a rock very similar to this. Gold deposits in the later andesite are neither so rich nor so persistent. A study of the geology of these deposits years ago indicated what might be expected of them, and early predictions by the Government geologists at that time have been fully substantiated

The gold produced from Philippine mines during 1920 amounted to approximately P2,500,000; of this the Consolidated turned out P1.068.892.30.

Silver.—Until recently, silver unalloyed with gold was not known to have been found anywhere in the Philippines, but from the Acupan camp of the Baguio district native silver has recently been reported. However, most of the silver produced in the Philippines comes alloyed with gold. Some ores carry as much as 5 ounces of silver to one of gold. There is also a very appreciable amount of silver in the lead ores of Marinduque and Cebu, but these deposits are not being worked at the present time.

Iron.—There were nearly 20,000 metric tons of iron ore mined in 1919. The production for 1920 fell considerably below this, amounting to only 116 tons. The reason for this is that the Calambayanga deposits (Camarines Norte), which had been mined previous to that time by Japanese interests, lay idle. This was one of the "war babies' which died from lack of nourishment at the close of the war. The specific reasons for the cessation of these operations have not been learned, but it is to be presumed that the falling market and the export tax of \$\mathbb{P}2.00\$ per ton made the mining of this ore prohib-Therefore, at the present time the only production is in the Angat district in Bulacan Province, where, during 1920, eighty-three metric tons of pig iron were made from the high grade hematite of that region. The production in this district is entirely in the hands of Filipinos who are using the very crude, but also very cheap, methods of the Chinese. The product is of such high grade, owing to the excellence of the ore and the use of charcoal, that the plowshares cast from this material are prized above even the imported steel plows. Messrs. Pratt and Dalburg, who made a thorough study of this region in 1912, estimated the probable iron ore reserve in this region at 12,00,000 tons.

On Dahikan Bay, in Surigao Province of Mindanao, there is what appears to be an enormous deposit of lateritic iron ore, which in many ways resembles the Cuban deposits at Nipe Bay, Messrs, Pratt and Lednicky, who surveyed the Surigao deposits in 1915, estimated the iron ore reserves in this field to be 500,000,000 tons. This deposit was set aside as a Government reservation by an executive order of the Governor-General in 1915, and it is this which the recently created National Iron Company intends to exploit. If this deposit is worked, the logical place for the smelting operations will be somewhere near the city of Cebu on the Island of Cebu, as practically the only good seams of coking coal known in the Islands are located there, and the rule the world over is that iron goes to coal. Cebu has other recommendations as a smelting point: the largest supply of labor is there and it is very favorably situated geographically and commercially.

Copper.—There has been practically no production of this metal during the American occupation, although development work on the old Mancayan properties continues. Many examinations of this deposit have been made which reveal a fairly extensive low grade body of enargite. To the writer practically the only economical solution of the disposition of this ore appears to be exportation to some neighboring country where smelters are already in operation. The copper market is too uncertain and the local obstacles, such as transportation, lack of timber, cost of smelter, labor, etc., so great as not to be easily overcome.

Coal.—In connection with iron, coal should be next considered. It is extremely gratifying to see the coal industry coming into its own in the Philippines after a century of failures. Again we have the war to thank for the stimulus needed. There is some coal on practically every large island of the Group, but there are ten localities of first importance. These are:

First.—Batan Island. This is the site of the largest producing coal mine in the Philippines.

Second.—Gotas-Butong on Dumanquilas Bay, island of Mindanao. This is the site of the principal workings of the National Coal Company. At Butong is a seam of semi-anthracite over 2 meters in thickness. In percentage of fixed carbon this is the highest grade of coal found anywhere in the Philippines. This coal is too hard to be burned in the grates of the interisland vessels and requires forced draft, but when mixed with a coking coal from Gotas, it serves very well.

Third.—The island of Cebu. On this island are five important localities: (a) Mount Licos. (b) Camujumayan. Some of the largest coal seams yet found in the islands are located in this field; one over 4 meters thick. (c) Mount Uling. The second largest and most successful of Philippine coal mines is located in this field. (d) Mananga River in the locality of Guila-guila. Here is one of the few seams of coking coal known in the Philippines. (e) Toledo. There are

apparently extensive coal deposits near Toledo on the western side of the island of Cebu which are now being developed. In addition there are a score or more of native, small "Revocable Permit" mines scattered through this island.

Fourth.—The island of Polillo with deposits of excellent sub-bituminous coal of unknown extent a few miles from the town of Burdeos. Fifth.—The island of Mindoro at Bulalacao. Several workable seams of unknown extent have been known here for many years. Some attempts to mine this coal were made during the Spanish régime.

Sixth.—On the island of Masbate at Cata-iñgan.

The largest producer of coal in the Philippines is the Philippine Coal Mining Company on the eastern end of Batan Island. This company has been producing, until recently, over 300 tons a day. Just at the present its production has fallen off somewhat.

The National Coal Company, as far as capital and equipment is concerned, is the largest coal undertaking in the Philippines, and it has apparently ample coal reserves, but it is handicapped by difficulties inherent in nearly all projects of a business nature run by any government. To date this project, by which great store was set, has not been a success.

Salt .- Among the nonmetallic minerals, salt takes first place as is natural. Without it, life is sustained with difficulty. Some years ago, in one remote corner of Mindanao. this commodity was so valuable that a man could purchase a wife with a pound of it. Most domestic salt is produced from solar evaporation of sea water and its production is a household industry. However, in some parts of the Islands, particularly in northern Luzon, there are salt springs from which the natives secure a very considerable quantity of salt. These hot waters are also prized as curatives for skin troubles. The best known salt springs in Luzon are at Mainit near Bontoc, and at Asin near Buguias, both in the Cordillera Central.

Stone.—Virtually all of the stone quarried in the Philippines is used either for concrete construction or macadam roads and only a small amount as building and ornamental stone

The principal building stone in the Philippines is a volcanic tuff known as Meycauayan and Guadalupe stone. Many of the large and older public buildings in Manila are made of this material, which makes a most admirable construction material for an earthquake country like this, as it is exceedingly tough, durable, and elastic.

The principal ornamental stone is Romblon marble, but this stone is not altogether free from small fissures and seams which are unfavorable features. Coral limestone has been quarried in the past in many islands, notably Cebu, for construction material. Many churches are made of this material. Magellan's monument on Mactan island is also constructed of this stone. There is also an abundance of granitic rocks which might

be used, such as diorite, but these have been quarried only to a limited extent. In the older parts of Manila one still sees slabs of granite which have been imported from Hongkong. We have stone quite as good, though probably not so accessible, in many parts of the Philippines.

Sulphur.-Practically all the sulphur mined in the Philippines at present comes from Silay, Negros. Deposits of fair size are known on Camiguin Island in the Babuyanes, north of Luzon, but earlier mining operations there have now ceased. Around many of the old solfataras in the Philippines, there are by no means inconsiderable deposits of sulphur which might be utilized, as was the case in earlier days on the island of Biliran and the north coast of Leyte. The recent notable researches in the application of sulphur in scientific agriculture made at the Oregon Agricultural College in the United States indicate that the farmers of the future, even in the Philippines, will create a steady demand for this mineral. In fact the writer, while at the University of Oregon, was asked by commercial interests as to available supplies of sulphur in the Philippine Islands.

Ashestos.-There was a very encouraging output of asbestos in 1919, but during the year 1920 mining operations on the old Dungon-Dungon Estate in Ilocos Norte ceased, and so the production for that year is less than for the previous one. The Ilocos Asbestos Products Company evidently has found the undertaking too expensive for its limited capital. This company has a factory in Manila where it has turned out some very valuable products in the nature of roofing material, pipe lagging, etc., and it is to be hoped that it will resume operations. The asbestos which has been mined has been largely of second and third grades, but some very tair specimens of chrysotile with fibres as long as 2.5 centimeters, have been found.

Cement.-The Rizal Cement Company at Binañgonan on Laguna de Bay, which had produced about 10,000 barrels of cement in 1919, failed. The failure was probably due to the overlooking of some vital factors in the manufacture of this article. A much more favorable locality than Binangonan has been located by a geologist of the Division of Mines, Bureau of Science, at Naga, Cebu, and a contract has been let, within the past few months, by the National Development Company to the National Cement Company, of which Mr. C. F. Massey is the general manager. Mr. Massey has gone to the United States to purchase the machinery for the plant. It appears that all the material factors necessary for the operation of this company are favorable. The success of the undertaking now depends upon the management, as the government has been very liberal in its support. It will probably be a full year before this concern will be under way. There are other localities where raw cement mateials are available, Batan Island being in many ways very favorably situated, but considering market, labor, coal, and transportation, Cebu appears to be somewhat better lavored than the former.

Mineral Waters.—There are many kinds of mineral water in the Philippines. The Bureau of Science has recently published a bulletin which covers this subject very completely. In spite of the existence of many fine natural waters, the largest production from any one source is that at Los Baños in Laguna Province, where an artificially charged water is bottled and sold under the name of "Isuan".

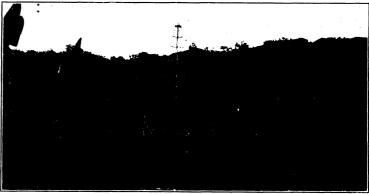
According to Heise and Behrman of the Bureau of Science, Philippine mineral waters come under the following heads: thermal; carbonated; ferruginous; muriated; sulphated; bromide; sulphurated; and arsenical.

About P100,000 worth of bottled water are imported into the Philippines every year, all of which might be replaced by domestic waters of equal quality.

In the discussion of mineral waters, we must not overlook the hundreds of excellent

rock, sand, and gravel-because they are found everywhere and we are not usually thinking of values in such common articles. However, the production of these items in 1920 was in excess of ₱1,000,000. It is interesting to note in this connection that one of the contractors doing the largest business in this material in the city of Manila is a Tagalog woman. This fact, coupled with an equally interesting one, namely, that the largest producer of pig iron in the Philippines is also a Tagalog woman from Angat, and still another one is developing a coal mine in Albay Province, indicates that the Filipino women are not behind in the development of our natural resources,

In brief, these are our mineral assets now available. Others will doubtless be brought to light in the future. How are we to develop what we have already found, and how are we to find other deposits? There may be



Courtesy Bureau of Science

THE FIRST OIL WELL IN THE PHILIPPINES

In 1896, near Toledo, Gebu, an English company drilling for oil was surprised by the Insurrectos, and forced to abandon its well, which was down about twelve hundred feet. The derrick still stands, and although there was evidence of oil the project has never been completed.

artesian wells which have been drilled in the last few years in all parts of the Archipelago. Water from deep sources has been a large factor in the greatly improved health conditions among the Filipinos, and a very appreciable betterment in the physique of the people as a result of good water along with good food is to be noted. It is difficult to place a money value upon this water.

Bituminous Rock .- The Leyte Asphalt and Mineral Oil Company, Ltd., reports that the 1920 production of bituminous limestone was approximately 2000 tons, valued at about P30,000.00. Of this amount, 1,350 tons were shipped to the Philippine Government at Manila and Cebu, while about 20 tons were sent as samples to Australia and Japan. The past year saw considerable exploration and improvement work on the properties near Belite, Leyte. The company has under construction a new pier and has completed two new gravity inclines, as well as some new roads between the Lucio Mine and the new wharf. The increase in production of 600 tons since 1919 is encouraging.

Rock, Sand, and Gravel.—Many people overlook such plebeian items as these three—

different solutions, but of these few points we may be reasonably certain: We must have:

First—the desire to utilize our resources. Second—the prospectors to find them.

At present almost the last of the original American prospectors in the Philippines has departed and there are few Filipinos with sufficient persistence to take their place. They may in time develop.

Third—the capital with which to finance these undertakings.

Fourth—the skilled superintendents to take charge of the work.

Fifth, and by no means least in importance—labor.

Sixth—laws which encourage and taxes which do not throttle.

The serious minded element among the Filipinos must be asking themselves whether these essentials can be supplied here. It will not be easy, for this means persistent endeavor, hardships, sacrifices, disappointments, repeated discouragement and always a giving-up of the soft things of life.

The sixth item in the foregoing list calls for some special comment at this time when

our Philippine mining laws are in a state of flux. The old Act of Congress of 1902 which is a modification and decided improvement on the United States Law, its parent and model, is still in force for the metals, but in the case of coal and petroleum the leasing system has been adopted by the Philippine Government. In spite of the fact that there are disadvantages in the latter system, and unless wisely administered, it may become a real hindrance to the development of the mineral deposits, it is in line with progressive Public Opinion. For a certain time, type of people, and set of conditions the old system was unquestionably productive of resultswe admit not of the best results-but of one thing we may feel certain, that the day of special and exclusive privilege in all such matters has gone, never to return. That type of individualism which says, "This is mine to do whatever I d...n please with," must give way to a totally different view of life and of the disposition of the natural riches of the earth. For this reason, even though it may temporarily delay development and some individuals may be disappointed, I am in favor of the regalian principle-that is to say, in the doctrine that the State-all the people-own the natural resources. The writer is not alone in this opinion; in fact, more than four-fifths of the world is committed to it. The British Empire throughout all its dominions where mining is successfully carried on (in 1920, Great Britain produced 73% of the world's gold as against the United States' 12%) has found it workable, and no less an authority than A. C. Veatch, chief geologist of the Sinclair Petroleum Company, and formerly of the United States Geological Survey, when sent as special investigator by President Roosevelt to Australia to study the leasing system as applied to mining, reported unqualifiedly in

The petroleum business in the United States today is on this basis very largely but metal mining is still under the old system. The former is flourishing and the latter languishing. This indicates that other causes than the system of land tenure are affecting these industries and we should not fear the regalian principle in the Philippines. In fact, the only real dissatisfaction comes from the speculator. It is the writer's firm belief that had a properly administered leasing system for metal mines been adopted here years ago we should be better off today. Some good properties have been tied up by persons unable to work them and who have held out for altogether unreasonable prices from persons who could and would develop them.

There is still another subject correlated with our main theme which merits a word or two at least in passing, though it is big and important enough to take up all our space—namely, conservation. In view of the recently launched Conservation League which owes its inception to the progressive element of the young Filipinos, we would like to give both a word of encouragement to this worthy movement and of caution to its advocates.

To anyone who has seen the pernicious effects of the "paquiao" system of coal mining on the island of Cebu, or the destruction of forests in Bulacan to support the iron industry there, the object of this league will appeal strongly. Yet this can be carried too far and, in the desire to preserve for posterity the present generation may be deprived of its natural right to develop its inheritance.

Among the many difficult obstacles to be overcome in the realization of successful mining ventures, one thing that has wrecked many a good project in America, as well as in the Philippines, is scarcely ever considered, namely, too much optimism. In mining, the booster is a real menace.

Another frequent source of trouble is either insufficient, or inefficient, labor. The Filipino laborer is neither as good as the booster claims, nor as bad as he is painted. Under the right kind of superintendence, he is often very good. In Benguet, Ilocanos with rock drills have excelled Australian miners in drifting. One real nuisance the employer of labor in the Philippines has to face is the never-ending fiestas.

Many mistakes in Philippine mining can also be attributed to pig-headedness exhibited by a certain type of "practical" miner who has no use for anything theoretical. Neither the purely "practical" nor the entirely theoretical man is competent alone to solve the problems that present themselves in Philippine mining. Both are necessary.

To the prospective foreign investor in Philippine mining, we would say, "Go slow." First—Have plenty of capital to begin with.

Second—Pay strict attention to the matter of titles. At present there is an unfortunate lack of definiteness and some conflict of opi-

nion resulting from the existence of both freehold and lease-hold in our system.

Third—Make, or have made, thorough geological surveys as preliminary work.

Fourth—Develop and block out your ore.

Last—Build your mill or smelter. Mining has suffered in this country as in others from premature construction of mills.

"The Strategy of Minerals" is a fascinating theme—today the geologist and the mining engineer hold the keys to treasures which make and break empires. To them the statesmen and captains are looking for the solution of the intricate problems on the international chess board. These men are going to have a great deal to say, in the coming years, about matters which have hitherto been left to politicians.

And here, at this time when the writer is bringing to a close his ten years of labor in this field in the Philippines, he wishes to give out one word of sincere but solemn warning to the Philippine people. Of old time it was written, "Knock and it shall be opened unto you, seek and ye shall find." If you do not develop your natural resources, "even that which ye hath shall be taken from you". All the political precocity on earth will avail you nothing, and any attempt to stand alone as a national entity will be fraught with grave difficulties.

As the great Huxley in his incomparable "Essay on a Liberal Education" pointed out, let me remind you, you are playing a game of great complexity, of tremendous consequences— "do you know the rules of this game?" If you do not, you will be "checkmated without haste and without remorse" and your dreams will become as dead as the Tasmanian race.

### TENTATIVE TABLE OF MINERAL PRODUCTS OF THE PHILIPPINE ISLANDS FOR THE CALENDAR YEAR 1920 (a)

The Government of the Philippine Islands Department of Agriculture and Natural Resources BUREAU OF SCIENCE Manila

Product	Quantity	Value in Pesos (b)
METALLIC:		
Iron.metric tonsSilver (c)fine gramsGoldfine grams	83.00 307,342.94 1,920,752.74	39,171.00 19,261.06 2,424,605.90
Total value of metallic		2,483,037.96
Nonmetallic:		
Bituminous Rock. metric tons Coal metric tons Lime metric tons Sand, Gravel, Crushed Rock cubic meters Stone, building cubic meters Salt metric tons	2,000.00 58,088.00 3,001.00 565,626.10 1,227.00 62,201.12	30,000.00 1,452,200.00 (d) 10,872.21 1,056,554.90 12,270.00 1,390,751.60
Total value of nonmetallic		3,952,648.71
Grand Total		6,435,686.67

<sup>(</sup>a) There are insufficient data in hand for an estimate of production of asbestos, brick and tile, clay (pottery), sulphur, and mineral waters.

<sup>(</sup>b) One peso Philippine currency equals 100 centavos, normally equals 50 cents United States currency.
(c) No silver is mined separately, but a small amount is alloyed with the gold.

<sup>(</sup>d) This is an average of abnormal post-war prices.

### The Pearl Button Industry in the Philippines

By J. R. WAGNER,

Manager, Manufacturing Dept., Pacific Commercial Company

LL is not gold that glitters, but in the lustre of the lowly Philippine Trochus Shell lies a source of revenue that may well be compared with that from the gold mines of the archipelago. This mollusc in its highest development is native to the waters surrounding these Islands. The humble fisherman or beach comber who gathers these Trochi from the sea probably does not know that the dirty, grimy shell, from which he extracts the writhing animal which made it his home, is capable of a polish and lustre not unlike that of a pearl. Upon the existence of these shells in our own waters is founded the pearl button industry of the Philippine Islands. Unlike button manufacturers in some other parts of the world, we do not have to import this basic necessity to pearl button making; nor could we procure elsewhere a shell so perfect for use in the manufacture of buttons as the Philippine Trochus Shell. Its walls are just the proper thickness and it has a hollow spiral space in it which makes it light and easily held by a button cutter in his fingers. Even the rings in the shell itself come apart with a slight tapping so that after all the blanks possible are cut from the bottom spiral the latter may be knocked off and the operation continued on the next rung.

The Philippines also produce a gold-lip pearl shell commonly known as Mother-of-Pearl, which, however, is not of the very highest quality for the reason that it contains too large a percentage of yellow. Fine but-

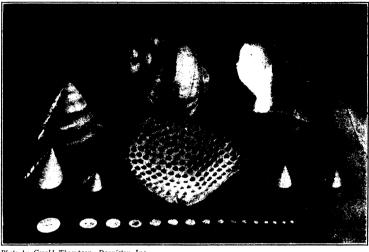


Photo by Gerald Thompson, Denniston Inc.

VARIOUS SHELLS USED IN THE BUTTON INDUSTRY Note the mother-of pearl shell in the center, from which the button blanks have been cut.

tons can be made from the white portions of this shell, it is true, -buttons which are superior to the Trochus Shell buttons-but the difficulty lies in the fact that the proportion of yellow is entirely too great, the larger part of the shell producing buttons either wholly or partly yellow, and there is but little demand for anything but fine white buttons.

The Mother-of-Pearl shell is flat and averages about 8" in diameter. It has a heavy butt, a large percentage of which is wasted when cut up for buttons on account of the extreme thickness and difficulty in cutting. Furthermore, this shell is difficult to hold in the hand when cutting, and the same speed cannot be obtained by the cutting operators as there is danger of cutting their fingers if they operate too rapidly. A third shell, the green snail, also used in the manufacture of buttons, abounds in the Philippines. This shell, when polished, has an irridescent lustre, which at the present time is not popular in the button trade. Accordingly its use for buttons is not very extensive at the present time, although the most wonderful lamp shades can be made from it.

Unfortunately, the growing and harvesting of Trochus shells in the Philippines has not been put upon a proper commercial basis. The shells are gathered in dribs and drabs, a few shells here and there being turned in from time to time to the ubiquitous Chinese store-keeper who exchanges merchandise therefor, or else pays only a few centavos to the gatherer of the shells. Only in parts of Mindanao and Sulu is any proper effort made to gather these shells. It would perhaps be more proper to say "fish for" instead of "gather," because practically no effort is made to plant beds as is done in the oyster business. The result is that at times the shells are hard to get, especially during the monsoon periods. Furthermore it is dangerous business, this gathering of Trochi from deep water. The average Filipino



Photo by Gerald Thompson, Denniston Inc. THE TROCHUS SHELLS AS THEY COME FROM THE SOUTHERN ISLANDS



Photo by Gerald Thompson, Denniston Inc.

FILIPINA GIRLS INSPECTING AND GRADING BUTTONS One girl sorts about 150 gross per day.

shell diver has no diving apparatus, and many of them have been lost. Sharks, too, take their toll of these hardy men, and it is quite a common thing to see, in the crew of the occasional banca which comes all the way to Manila from the Visayan Islands to sell shells, one or more members who have left an arm or a leg in the mouth of a shark. There is considerable demand for Trochus Shells from foreign countries and a goodly quantity is exported. The result is there are not enough shells to go around. The first step in the further development of the button industry of the Philippine Islands is an increased production of these Trochus Shells. These are only two factories making buttons in the Philippines today and at times they are unable to operate to capacity on account of the shortage of raw material.

To get down to the business of actually making buttons as it is done today in the Philippines: For some peculiar reason practically all the button operators seem to be men from the Province of Pampanga, and as a general rule we do not have very much labor trouble with these workmen. They appreciate fair treatment and they get it. As a result, we do not have much of a labor turnover on the operators, which gives promise of a better article as the years go by, on account of increased efficiency.

When the supply of shells comes into the factory, the first thing which must be done is to inspect the shells, because one cannot always be certain that the hollow, spiral space in the shell has not been stuffed with cement and mud so as to increase the weight, these shells being bought by the picul. They are then placed in water to soak. After soaking for two or three days they are sent to the Cutting Department and discs are cut out of the shell by means of a revolving cylindrical tool which is placed against the shell, the latter being held in the hand of the operator.

The tool revolves at the speed of approximately 4,000 revolutions per minute. This operation is of considerable importance as an inexperienced operator can very easily ruin a great deal of shell. In this cutting operation the base of the shell is first cut to get all the large size buttons possible. After the large size blanks are cut out, the shell is passed on to another operator with the idea of cutting all the next largest size blanks, etc. These blanks, or discs of shell, are then rubbed up against a revolving grinding wheel and the outer surface taken off. They are then graded into different thicknesses and placed in a revolving chuck one at a time, where a portion of the face is turned out by pressing a steel tool against the blank. The pattern of the button is thus determined by the portion of the face which is cut out of the button. The blanks are then passed through the Drilling Department where they are placed in chucks and the holes drilled. The drilling is the most important part of button manufacture because if the holes are not the proper size, and especially if they are not placed exactly, the buttons will be unfit for sewing by machinery, which greatly reduces their market value. In one of the local factories the pattern cutting and drilling are performed on an automatic machine, both operations being completed on the one machine.

This completes the machine work on the buttons, which are then washed, bleached and polished in revolving drums. They are then passed to the Sorting Room where they are graded according to their degree of perfection, counted and packed for shipment. This sorting is a very tedious job, each individual button being passed through the deft fingers of the Filipina sorting girls, each of whom can sort approximately 150 gross per day.

Up to the present time the button business in the Philippines is in its infancy, the combined output of the two factories being only about 50,000 gross per month, which is a mere drop in the bucket compared with the world's total production. Our principal competitors in the Orient are the button factories of Japan where they have given considerable attention to the development of this industry, and of course their output is many times the larger. Most of the buttons produced in Manila are shipped to the United States.

### OUR COVER PAGE

THE Benguet Consolidated Mining Company is the richest gold mine in the Orient.

In 1902, Mr. H. Clav Clyde discovered this bonanza. Like the majority of discoverers of payable mines, however, Mr. Clyde realized almost nothing from his find. He, together with Messrs, M. A. Clarke and Nels Peterson, organized the Benguet Consolidated Mining Company a year later. The first plant, which consisted of three stamps, amalgamating plate and leaching tanks, with a capacity of twenty-five tons per day, was erected by Mr. Clyde M. Eye, E.M., in 1905. Gradual additions were made to the plant so that, four years later, the company boasted of six stamps and sufficient additional equipment to increase the handling capacity of the plant to forty and fifty tons of ore per day.

In 1909, the flood at Antamok, Benguet Province, where the mines are located, destroyed the cyaniding portion of the plant. Mr. Nels Peterson repaired and placed in commission the milling section of the plant the following year and it was operated by him until the latter part of 1911, when the remaining portion of the plant was swept away by flood.

For the purpose of building a modern, up-to-date milling and cyaniding plant with a capacity of fifty to sixty tons per day, sufficient capital was raised locally during 1914, and Mr. Eye returned to supervise its erection and to remain as operator. Since the erection of the present plant, the operations of the Benguet Consolidated Mining Company have been very successful. The handling capacity of the plant is now from one hundred twenty to one hundred thirty tons of ore per day. Shareholders in the Benguet Consolidated receive regular quarterly dividends of \$\mathbf{P}50,000 and an additional \$\mathbf{P}50,000 in July and January of each year.

The developments underground are now so satisfactory that plans are under way to enlarge the plant so that it can handle one hundred seventy-five tons per day. Production will then increase to \$\mathbf{P}\$1,500,000 per year. Over \$\mathbf{P}\$1,000,000 worth of gold bullion was produced by the Benguet Consolidated in 1020

# CUSTOMS ANALYSIS FOR MAY, 192 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

Values of Principal Exports for the Month of May, 1913, 1920, and 1921, in Philippine Currency

ARTICLE	1913	1920	1921	ARTICLE	1913	1920	1921
Copra	T 715,516 	40,871 83,495 57,622	<b>P</b> 1,383,265 47,514 44,075 2,097	Ilang-ilang Pearl buttons. Sesame seed. Shells, all kinds.	₱ 9,246  4,600 62,992	16,307 14,592 13,750	360 3,920 12,668
Embroideries Fish and fish products Fruits.	21,776 8,118 20,056 4.784	1,080,188 26,050 78,757 5,624	804,062 14,529 98,863 8,490	Sugar: Centrifugal Raw Tobacco:	1,151,228	3,388,011 3,342,683	7,078,914 1,130,684
Gums and resins: Copal. Elemi.	18,328 866 17,088	7,931 2,500 6,203	9,703	Cigars. Cigarettes. Leaf tobacco.	570,020 6,222 279,980 10,444	1,640,769 24,685 791,447 21,398	263,765 1,838 974,149 493
Rubber, crude. Hats. Hemp, knotted	1,584 59,194 56,530	9,500 109,785 23,291	450	SoapAll other domestic exports	74,662	2,630	204
Hemp, all grades.  Maguey, all grades. Sisal, all grades. Hides and skins. Lumber, all kinds.	2,555,128 81,164 ————————————————————————————————————	5,199,244 279,923  3,321 155,080 5,508	1,454,145 112,047 ————————————————————————————————————	Total domestic exports  United States productsOther countries' productsTotal foreign exports	₱ 5,997,798 ₱ 26,494 78,224 104,718	P19,955,363         -       -         -	15,516,777         18,308         37,473         355,871
Oils: Coconut	198,444 Values of Total :	3,013,642 Trade by Countries	1,703,609 for the Month of	198,444 3,013,642 1,703,609 TOTAL EXPORTS P	P 6,102,516	<b>P</b> 20,388,166	<b>P</b> 15,872,648
COUNTRY	1913	1920	1921	COUNTRY	1913	1920	1921

COLINTRY	1913	1920	1001	COUNTRY	1913	1920	1921
THE TOTAL OF THE T	277						
United States	₽ 7.047.192	₱28,039,354	₱20,005,110	France.	₱ 384,622	<b>P</b> 513,718	₱ 533,239
Hawaii	27.296	113,798	112,424	Belgium	43,316	82,079	19,380
Gliam	186	44.216		French East Indies	188,568	75,543	591,447
anan	1.698.534	2.695,848	2.272.107	Switzerland	135,328	146,521	202,780
United Kingdom	1,494,080	2.850,099	1.287.526	Siam	79,154	49,749	550,783
hina	563,980	1,691,061	1,484,593	Netherlands	36,030	1,707,377	507,832
nia	578.280	166.086	850.874	Germany.	749,628	6,697	228,190
Honokong	588,998	576,024	1.106.617	Italv.	79,214	29,734	13,020
Sritish East Indies.	351,764	648,477	592,455	Japanese China	15,046	2,900	198
Dutch East Indies	47,188	582,399	371,162	Other countries	74,886	12,585	90,576
Australasia	550,450	452,713	407,183	1			
Canada	8.716	562,625	158,311	TOTAL	<b>P</b> 14,742,456	P41,867,511	<b>P</b> 31,386,407

# OMS ANALYSIS FOR MAY, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS CUSTOMS ANALYSIS

Value of Principal Imports for the Month of May, 1913, 1920, and 1921, in Philippine Currency

	vaine of Fr	vaine of rencipus imports for me month of	The Month of T	May, 1913, 1920, and 1921, in ratippine currency	-	0000	
ARTICLE	1913	1920	1761	AKHULE	1913	0761	1921
Agricultural implements, and parts	₱ 5,938	P 117,557	₱ 51,498	Leather, and manufactures of:			
Carabao		2,684	141,254	Shoes, leather soles	P 64,612	P 89,973	P 18,551
Other cattle	20,342	11,062	108,686	Shoes, rubber soles	;	239	1,707
Other animals	3,070	8,431	1,477	All other	51,660	147,608	85,797
Brase and other printed matter	077,18	20,173	108,549	Most products	304,206	123,124	350,348
Wheat flour	286,794	336.726	341.220	Dairy products.	203,990	907.597	88,458
Other breadstuffs.	67,402	125,871	100,374	Musical instruments, and parts of	13,412	21,015	25,683
Automobiles, parts of, tires for	223,828	1,199,068	552,116	Crude oil	278	592,717	18,400
Other cars, carriages, etc., and parts	153,526	175,560	140,624	Naphthas, including all lighter products	100	100	400.004
Chemicals drugs does and medicine	132,166	423,240	174,675	Illuminating oil	98,720	193,803	150,002
Clocks and watches, and parts of	25.798	83,370	14.916	Lubricating oil	23,508	51.132	51.198
Coal	280,720	685,450	256,638	Other oils	33,912	143,334	129,840
Cocoa or cacao	26,982	260,056	153,934	Paints and pigments	32,270	141,052	92,303
Coffee	19,980	102,891	86,493	Paper, and manufactures of	120,096	518,575	666,763
Copper, and manufactures of	14,498	62,473	64,621	Pencils.	3,962	20,976	27,793
Cotton cloths	1,01.5,402	4,851,056	1,2,5,244	reriumery and all other toilet	090 90	700 03	990 00
cloths, and manufactures of, except	809 809	1 4.18 221	0000	Photograph comment and supplies	10,900	30,227	92,500
Diamonds and other precious stones	000,000	1,440,004	010,000	Plated ware, gold and silver.	22.560	57.865	24.551
unset	+1,434	271.282	5.234	Rice	265,064	47,444	844.365
Earthen, stone and china ware	36,332	77,717	75,622	Silk, and manufactures of	127,454	546,517	417,388
Eggs	56,124	179,052	175,160	Soap	61,272	133,661	20,444
Explosives	297,210	5,103	3,571	Spirits, wines, and liquors	66,346	117,545	306,138
Fibers, vegetable, and manufactures	96,300	269,801	242,631	Starch	5,530	60,753	23,490
Fish and fish products	201,702	466,157	160,611	Sugar and molasses	42,900	32,513	94,296
Copra	32,002	±07,561 17,174	1100,001	Leaf tobacco.	12,266	3 120	7,031
Glass and glass ware	16,800	147,536	133,291	All other tobacco	16,632	23,539	7,815
Gold, platinum and silver, man-				Toys	4,848	19,116	18,312
utactures of	16,506	84,301	20,062	Vegetables	111,448	264,631	228,039
India multiple manufactures of	10,900	171.867	+0,9/3 00 212	Wood and manufactures of	177,060	76,060	0,570
Electrical instruments and apparatus	166,750	314,118	413,083	Wool, and manufactures of	74,774	240,948	49,264
Iron and steel, and manufactures of	1,449,108	2,053,277	4,107,937	Sporting goods	237, 043	21,211	25,968
Lamps, and parts of	13,680	32,743	61,781	All other articles	330,912	832,321	928,953
		2000		Total	P 8,639,940	₱21,479,345	P15,513,759
Values of Total Trade by Nationality of		Vessels for the Month of May 1913 1920	3 1020	Truncate unremented in the toxering trade of necests of divise automost and classical	o of moscale of di	one someone one	000000000000000000000000000000000000000
and 1921, in i		1cy	,	at ports of entry, during the Month of May, 1921	ing the Month of	May, 1921	coeur ances
SHIPS' FLAG	1913	1920	1921			1921	
Philinnine	P 184 106	4 308 706	\$C\$ \$1.		Daniel C		
American	902,212	16,254,264	10.418.020	Port of Entry	Entered	21 7	Cleared
British.	8,922,004	19,665,664	12,937,528		Vessels Net Tonnage	nnage Vessels	Net Tonnage
	1 152 570	01 / <del>1</del> 10	3,410,656			_	
Japanese	1,555,058	2,813,329	2,955,373	Iloilo	55 186,792 6 15.048	79.2 49 04.8 11	35,918
Norwegian			62,181	Cepn			20,618
Kussian Spanish All other Flags	1,226,700	271,318	147,876	Jolo Zamboanga Balabac	22	8,416 1	1,616 3,676
Torn	₱14 742 456	115 298 11 <b>4</b>	₱21 286 107	e			200
101ab	061,211,11	110,100,11 1	104,006,161	10TAL	05 211,421	0/ /7	206,312

### Review of Conditions in the Philippine Islands for the Months of May and June, 1921

### SHIPPING REVIEW

By A. G. HENDERSON,

General Manager for the Far East, Frank Waterhouse and Company

WITH the exception of a decline in the copra rate to the Pacific Coast to \$7.00, the month of June witnessed little change in freight rates from the Islands, and although the Pacific Westbound Conference, which governed rates from the Pacific Coast, has been disbanded, no lowering of west bound rates has resulted.

Cargo offerings from the Islands, which showed some improvement during May, rapidly fell off during all of June, until at the present writing cargo is probably scarcer than at any period within the memory of steamship agents. Homeward passenger traffic, however, continues to be the one bright spot in shipping. June accommodations were fully booked, and in addition each steamer had a small waiting list. Passenger liners continue to be added for Trans-Pacific service, the T.K.K. adding to their fleet the Taiyo Maru, ex-German Cap Finisterre, while the C.P.R.'s services will be increased by the addition of the Empress of China, another ex-German liner, due here some time in September.

The shipping strike, called May 1st by the three marine unions on both Shipping Board and privately owned American vessels, caused but little delay in sailings, as the men only half-heartedly supported union dictates. Its effects were unnoticeable in the Philippine Islands, arrivals being about normal. Press despatches now report that settlement has been effected by compromising on a 15 per cent reduction of wages and the elimination of overtime. Owners had originally proposed a 25 per cent reduction.

The British coal strike, now entering its third month, has been responsible for putting into commission some 200 Shipping Board vessels, previously laid up for want of employment. Most of the coal cargoes are for the important bunkering stations on the great trade routes, though increasing quantities are being shipped to United Kingdom Ports.

### Notes

A bill to authorize the sale of liquor beyond the three mile limit on passenger steamers of American registry, has been introduced by Representative Edmunds of New Jersey.

The resignation of Capt. Paul Foley, U.S.N., as Director of Operations, United States Shipping Board, is announced from Washington. Capt. Foley was stationed at Cavite for some years. Commissioner J. A. Donald, the last of original Shipping Board commissioners, has also resigned.

By a new agreement, which came into force in May, the N.Y.K. are allotted Yen 1,450,000 for carrying mails in their services to America, Australia, and Europe, instead of a special subsidy, as formerly. Of this sum, their service to Seattle is allotted Yen 420,000.

The C.P.R. have purchased from the British Shipping Controller the ex-German Prinz Friedrich Wilhelm, 17,100 tons gross, and renamed her the Empress of China, for service on the Pacific. They have also purchased the Kaiserin Auguste Victoria for their Atlantic Services and named her the Empress of Scotland. This is a vessel of 24,581 tons gross. It is believed the price paid for the two was \$1,400,000.

Word has been received by the Army of the sale of the transport *Crook* to the Seven Seas Steamship Corporation of New York. The purchase price was \$110,000. The *Crook* was built in Scotland in 1882, and is a vessel of 4,100 tons gross.

### COPRA AND ITS PRODUCTS

By G. C. Arnold

President of Willits and Patterson, Ltd.

MPORTS of cocoanut oil into America during the first quarter showed a decrease of about 32% below imports for the first quarter of 1920, while exports from America fell off 90%.

Doubtless with a view to getting her oil into America ahead of the Fordney Bill, Java shipped 9,000 tons, which arrived in time to avoid payment of duty. The Bill was signed by the President May 27th and became effective the following day. It imposes a duty of 20 cents per gallon (71½ lbs.) on cocoanut oil.

During the last week of May, shipments of 11,500 tons of oil were made from the Philippines to America, and 10,000 tons of distressed oil stored in the United States passed into the hands of consumers. The result of the above mentioned transactions placed in the hands of consumers approximately 30,000 tons of oil from the Philippines and Java. This has caused a general slackening of enquiries, and buyers have been rather firm in holding their bids at 7½c, Pacific Coast, and 8c, New York. Oil was offered freely at 8 cents and 7¾ cents, Pacific Coast, with fair hope of closing at the latter figure. American Mills, however, sold at 8

cents, f.o.b. tank cars, and pegged the market at 7½ cents, c.i.f.

The latter part of May the recovery of exchange had a heartening effect on the situation and as a result some transactions were closed.

The rate of consumption of cocoanut oil in America during the years 1918-19 was about 17,500 tons per month. The 1920 rate of consumption was approximately 14,000 tons per month. On March 1st of this year, the stocks on hand in America amounted to 53,000 tons or sufficient to supply the demand to the end of June at the 1920 rate of consumption. We had advices of 35,000 tons, which were afloat or arrived in the United States up to the end of May. In addition there would be added the quantity manufactured by American Mills. Apparently, stocks in America to-day are sufficient to supply the consumption for five monthe

In view of the heavy stocks of fats and oil in the United States we believe the market must temporarily sink to lower levels. American mills can sell oil f.o.b. tank cars down to 7½ cents and make a good profit as long as outside sources of cheap copra supply continue available.

Should rates of exchange react to the higher level which obtained during the latter part of May and early June, American Mills can lay down Philippine copra in their warehouses at a lower price than Philippine Mills can place the same copra in their own warehouses.

The outstanding features of the period under review are the sales above mentioned of 10,000 tons of old stock stored in the United States and 3,000 tons of oil which have been stored in Manila for more than a year, as well as the export of 5,500 tons which have been held here since the beginning of the year; also the much talked of Fordney Bill was signed by the President and became a law.

The cocoanut oil industry in the Philippines has been kicked about from pillar to post, and altho very groggy is still in the ring in spite of the antics of the Bureau of Commerce and Industry and the wallops it has had to take from the Government working thru copra speculators. The American crushers, however, are getting ready to deliver a knock-out blow. They are now reported to be working very hard to have Congress place a high tariff on cocoanut oil from the Philippine Islands. Should the Fordney Bill be applied to the Philippine Islands, it would spell destruction to the cocoanut oil industry here. Even under present favorable conditions, the oil manufacturer finds it extremely difficult to satisfy the voracity of the copra speculators and at the same time market his wares at a price which gives him a margin of profit wide enough to fall within the limit of the income tax.

The American copra market rose to 4% cents per pound and was forced back to 4 cents under selling pressure from Java, Macassar, and the South Seas. London worked up to £29 and sagged back to £27. Marseilles is quoting 1,200 francs.

The local copra market, altho there have been a few speculative flurries, has, generally speaking, been steady, the price fluctuating between P9.75 and P10.75 per picul for Bodega copra. The period under review ends with copra arriving freely on the basis of P10 per picul for bodega copra.

Copra arrivals at Manila during May are reported at 10,000 tons with exports shown at 3,000 tons. 9,200 tons of oil were shipped, and stocks on hand were approximately 10,000 tons. Our report shows 5,000 tons of copra exported from Manila since May 1st. Exports of oil June 1st to 25th are reported at 5,000 tons, and stocks on hand stand at 7,500 tons. Copra exported during the same period is reported at 6,000 tons.

### REVIEW OF THE HEMP MARKET

By H. Forst, Secretary and Assistant Treasurer, Macleod and Company, Inc.

The market during the month of May has been without any special feature, excepting that prices steadily declined to about the same level reached at the end of March. Rope in the United States continues bad, with practically all the mills working only half time. Shipments to America during May amounted to 28,000 bales, which, under existing conditions, can be considered quite satisfactory. The coal strike in England continues and this, combined with other industrial complications, has resulted in a smart falling off in the consumption of Manila Hemp. Shipments to the U. K. during May amounted to only 10,000 bales.

Shipments to all parts of the world during May were as follows:

To the U. S	28.062 Bls.
To the U. K.	10,275 "
To the Continent of Europe	4,200 "
Elsewhere	15,093 "
Total	57,630 Bls.

Below is a comparison showing shipments made during 1920 and 1921, up to and including May 31st:

	1921	1920
To the U. K	61,286	246,861
To the Continent	14,747	12,570
To the U. S	135,766	231,637
Elsewhere	78,405	86,192
Totals	290,204	577,260

During the first five months of this year, therefore, the world consumed 287,000 bales of Manila Hemp less than during the same period of 1920.

In the absence of demand and comparatively low prices ruling, production has been on the low side. Total receipts to May 31, 1921, are 308,080 bales, which compare with 525,731 bales at the same time last year. Prices have ruled as follows:

	U. S. Grades	1st May	31st May
r	Price per Picul, Manila Price per Pound.	<b>P</b> 21.00	<b>P</b> 17.00
	New York	10c	81/40
I	Price per Picul, Manila Price per Pound,	19.00	15.00
	New York	9c	71/40
J	Price per Picul, Manila Price, per Pound,	15.00	13.00
	New York	7½c	61/4
T	U. K. Grades Price per Picul.	1st May	31st May
,	Manila Price per ton.	<b>P</b> 14.00	₱12.00
	c.i.f. London.	£40	£37
K	Price per picul, Manila Price per ton,	<b>P</b> 11.00	₱ 9.50
	c.i.f. London.	£37	£35
L	Price per picul, Manila	₱10.00	₱ 9.00
	Price per ton, c.i.f. London.	£36	£34-10

Freight rates to the U. S. remain unaltered and there is plenty of tonnage available. The U. K. Conference rate on Hemp was reduced on May 13th from 150/ to 125/per ton.

The Philippine Government has under consideration the enacting of a law suppressing the production of grades L, M, DL and DM permanently, and J and K grades temporarily. It is argued that such action would solve the quality question and do away with very serious complaints regarding weak fiber recently received from European buyers. The question of abolishing lower grades was taken under advisement when the present fiber law was being drawn up.

It is a very serious question whether or not it would be desirable to do away with low grade hemp. There has undoubtedly been a lamentable falling off in the quality of Abacá during the past year; but it is very evident to all those familiar with the fiber business, that one of the principal causes for complaint has been the adulteration of the product, which occurs before the hemp comes into the hands of the exporters. It is also apparent that fiber has been extracted from either immature plants or plants which were too old; and it appears that the one place to correct the evil is right at the knife where the fiber is cleaned.

The question of whether it is desirable or not to make lower grades is one of demand. If the world did not require inferior qualities it would not buy them, and they would perforce disappear. In 1896 when practically only high grades were existent, the production of hemp amounted to 809,000 bales. With the introduction of low grade hemp production steadily increased, and in 1912 reached 1,376,000 bales. The annual average shipments to the U. S. amount to between Five and Six Hundred Thousand bales, and consist entirely of well-cleaned

fiber. Shipments to Europe average just about the same as those to the U. S., but consist entirely of low grade hemp. Are we going to shut down on a good customer and refuse to sell him what he wants and what he has been accustomed to? The question under consideration is of vital importance to all interested in the Hemp trade; and it is sincerely to be hoped that the Government will carefully consider the matter before making any radical changes.

The month of June showed no improvement in the Hemp market, which throughout has ruled dull with further depreciation in values. Reports, both from New York and London, are to the effect that general apathy prevails in almost every branch of trade, and that manufacturers are not buying any raw material. It does not appear to be so much a question of price as general trade depression all over the world.

Locally, business done has been entirely of a retail character at quotations from Fifty Centavos to One Peso per picul below the lowest prices reported during May. In the New York market, prices have given way from One-quarter to One-Half Cent per pound, according to quality; and roughly, One Pound per ton in the London market.

Shipments during June to all parts amount to only 40,000 bales. As production exceeds this, old stocks which have now reached the enormous total of 355,000 bales, remain neglected.

The freight markets remain unchanged. Exchange has ruled very erratic. The Cross-Atlantic rate steadily declined during the month and is today—June 23, 1921—quoted at \$3.74<sup>1</sup>/<sub>2</sub>, resulting in a much firmer sterling exchange. The premium on gold at one time during June went up to 15%, T/T on New York; but we doubt if any of the banks today would buy at 8%.

So far as we know, the Government has up to the present taken no definite action with regard to the abolishment of lower grades, which we touched upon in our May report; but it is generally believed that the Government is decidedly in favor of taking such action.

Considering financial conditions and general trade depression, any activity in the Hemp market can not be expected for some months to come.

### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS,

Manager, International Banking

Corporation

THE easier feeling in evidence in the exchange market during the closing days of April continued into May and the market opened on May 3rd with Banks offering to sell on New York 6½% for demand drafts and 7½% for telegraphic transfer. The Insular Treasurer dropped his rates on that day to 8% for drafts and 9% for cables,

(Continued on page 25)

## MISSING PAGE(S)

### REVIEW OF THE EXCHANGE MARKET (Continued from page 22)

but these rates had no effect on the general market which continued to weaken under pressure of heavy offerings until business was done at 3% for demand and 5% for telegraphic transfers on the 5th instant. At this level a fair demand developed and rates steadied up to  $5\frac{1}{2}\%$  for demand and  $6\frac{3}{4}\%$  for cables. The Treasurer again dropped his rates on May 9th to 7% and 8%, but again without effect on the market, as he apparently intended to follow along behind the market and not place his rates low enough to compete with it.

General business was dull and the market remained at about 634% for telegraphic transfers till May 23rd when the Treasurer was applied to for telegraphic exchange at 8% with the result that he raised his rates on the 24th to 9% and 10%. However, on being applied to for exchange at the latter rate, he refused to sell. It immediately became known that the Government was not in a position to continue selling and with a considerable demand in evidence the market immediately firmed up to from  $11\frac{1}{2}\%$  to  $12\frac{1}{2}\%$  for telegraphic and closed the month absolutely normal with no sellers in sight.

The month of June opened with a firm tendency to the market, the demand apparently emanating from banks, as mercantile requirements did not appear heavy.

Rates continued to climb until banks selling rates for telegraphic transfer reached 15% and 16% during the first ten days of the month. Even at these high rates telegraphic exchange was not easy to obtain. A fair amount of export exchange on the United States was coaxed out and a decidedly easier feeling set in owing to the natural slackness of demand from merchants. A press cable brought the news that the Secretary of War in Washington had recommended Congress to hasten the passage of legislation increasing the Government's limit of indebtedness and this was followed by the news that the special Mission of Investigation has cabled Washington a similar recommendation. Rates, probably influenced by this news, continued to decline gradually until they reached 7% and 8% and the market remained normal at about those figures during the last ten days of the month.

### LUMBER REVIEW Ending June 1st, 1921

By Arthur F. Fischer, Director of Forestry

THERE were 5,882,975 B. F. of lumber shipped from the lumber companies during the month of May, of which 1,382,808 B. F. went to foreign ports. This compares very favorably with the exportation from January 1st to April 30th, amounting to 2,544,372 of which a small portion went to Africa, presumably a possible new market. At the present time, from general figures

the Bureau of Forestry has been able to gather, there is approximately 40,000,000 B. F. in the yards in Manila, while, in the provinces, about 16,000,000 B. F. are in the mill yards. The output during the month of May of nineteen of the larger lumber companies was 7,192,774 B. F.

Due to the slow movement of lumber in the local trade and the orders for export not taking up the amount of lumber available for export, the market in general is slow. The stocks on hand in Manila and in the provinces, coupled with the financial stringency, has made it obligatory on the average lumbermen to curtail production. Small movement of lumber is taking place, but this movement of lumber in the local trade is dependent upon the movement of crops. The export market, as can be seen, is picking up to some extent and it is felt that within the next few months, this export market will increase.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

THE action of the Manila Tobacco Association in entering into a contract with the different factions of the labor union at a reduction of 15% from the scale of wage paid to the cigarmakers during the year 1920, after a decision allowing a reduction of 20% had been rendered by the Arbiter appointed by the Governor General, was not an admission on the part of the Manufacturers' Association that they had received more than they were entitled to from the Arbiter, but was a concession forced upon them by the labor union, who, after the decision had been rendered, absolutely refused to make good their promise to abide by the verdict.

In conceding to the demands of the labor leaders, factory managers decided that far less loss would result than were they to persist in compelling labor to abide by the decision of Mr. Wright. The overhead expense of the factories when they are not in operation is enormous. With interest rates ranging from 9 to 12 per cent, the cost of carrying large stocks of raw material makes it absolutely imperative that the plants continue in operation. The fact that the foreign staff, as well as numerous native foremen and inspectors, are on a monthly basis, also had a decided bearing on the decision of the manufacturers to concede to the demands of the labor leaders. One thing that must constantly be borne in the minds of those Filipinos who are most interested in the prosperity of labor in these Islands is, that the prosperity of the factories engaged in the manufacture of tobacco products is as essential as is the prosperity of the individual laborer. There seems to be a tendency, not only on the part of the Government Bureau of Labor, but on the part of the individual laborer as well, to feel that the success of the individual manufacturer is non-essential to the welfare of the tobacco industry.

It is much more to the interest of the manufacturer to receive the hearty cooperation of his labor, and voluntarily accede to its petitions, than it is to have either an outside authority, or concerted action on labor's part, force him to grant its demands. Factory managers are not averse to properly compensating their labor for its efforts, but they do demand a fair return for this compensation, and when they receive it a marked advance will have been made toward the restoration of normal conditions.

The manufacturers in Manila are sufficiently keen to appreciate the necessity of cooperating with their labor, but when, through the interference of outside agencies, concessions are forced upon them to a point where labor, by reason of affluence, becomes inefficient and arrogant, it is time to call a halt if the industry is to survive.

Manufacturers who, during the past year, received a higher price for their products than during any other time in the history of the industry, have been robbed of the major portion of the profit they were rightfully entitled to through the gross carelessness of their employees. As an instancewrapper which costs approximately \$\mathbb{P}25.00\$ per kilo, 11/4 kilos of which is sufficient to cover 1,000 cigars, was ruthlessly destroyed, and the manufacturers found that, instead of 1250 grams, valued at \$\mathbb{P}31.25\$, being sufficient to cover 1,000 cigars, the workers were using on an average of 1750 grams, valued at \$\mathbb{P}43.75. The loss in the binder and filler that was thrown into scrap ran as high as 33-1/3 per cent.

Quotations which had been made during the early part of 1920 did not permit of this wastage, with the result that manufacturers who were laboring under the impression that they were making a large profit, on taking inventory at the end of the year, awoke to the fact that their profits had gone into the scrap pile. Dissatisfaction on the part of the labor employed in the larger factories where a close check was kept on material, and who refused to issue material in excess of the actual quantity required, prevailed during the past two years. Add to this the fact that many of the cigarmakers positively refused to work in the factories which were particular in the inspection of their cigars, and you will find the condition that has confronted the manufacturers in their attempt to regulate not only the wage, but the perspective of their labor. The result is that Labor and Capital are still deadlocked. Acceding to the demands of the labor leaders' has merely placed those leaders in a position to stand up before their followers and acknowledge applause. While the manufacturers are willing to grant laborers' demands. the consuming public-the final arbiteris unwilling to pay the price. Probably 10 per cent of the labor engaged in the tobacco industry is at present employed. Whether it would not be more equitable to give employment to the great mass of labor at a greatly reduced scale of wage, than it is to employ but a small percentage at a scale of wage that prohibits the manufacturers from accepting the offers being made by the American Cigar Importers, is a question that the manufacturers believe admits of no discussion.

Offers from America during June seems to be confined to Class "A" cigars, with prices ranging from \$19.00 to \$25.00, c.i.f. New York. These prices are practically the production cost, but will permit of a small profit, provided the manufacturers secure orders large enough to permit them to operate at maximum capacity. Cable advices from America during June to the effect that the recent revision of the American Tariff had had a stimulating effect on the sale of Manila cigars were not based on fact, in spite of the Bureau of Commerce and Industry to the contrary. Manila cigars are "Class A' goods and compete, not with Cuban cigars, but only with the cheap grades of American made cigars. Local manufacturers are rapidly coming to the realization of this fact, and if those others who interest themselves in the industry will study the situation, and base their conclusions on fact and not on surmise, it will avoid future misunderstandings.

The Collector of Internal Revenue has received innumerable cables from the American representatives of the Bureau of Commerce and Industry protesting against the permission requested by the Manila Tobacco Association to ship machine-made cigars into the United States. These protests are based on the supposition that machinemade cigars will prejudice the standing of Manila cigars. In view of the disrepute in which Manila cigars are being held in the United States, these protests are apropos of nothing at all. The proposal of the Tobacco Association specified that all machine-made cigars were to be sold on brand names alone, and were in no way to disclose the country of origin.

Manufacturers must increase their factory outputs in order to decrease their overhead expenses. The installation of machinery to supplant the "hand-made" process in the manufacture of the cheaper grades of cigars is absolutely essential to enable local manufacturers to meet their competitors on the American market.

Few, if any, of the cigarette factories operated to capacity during the first half of Mav. with the result that the local demand for native cigarettes was far in excess of the restricted output of the factories. During Iune the cigarette factories operated to capacity. It is only natural to assume that with capacity production those of the manufacturers who have been able to advance their prices by reason of the shortage in supply will be forced to reduce these prices in order to keep their brands on the market. If by reason of competition these prices are forced below the point that can be absorbed by the decline in the price of raw tobacco, it is only safe to assume that the revision in the scales

of wages which the Tobacco Association conceded to their labor in May will then have to be made to enable the factories to continue in operation. The situation with regard to the cigar industry is quite different. The total local consumption is less than 20 per cent of the cigars manufactured in the Islands, so until such time as the manufacturers succeed in securing quantity orders from abroad, which increased volume will permit them to readjust their overhead charges, there cannot be a reduction in the local selling price.

Java manufacturers are offering their products in China, Japan and other Far Eastern countries at greatly reduced prices, which must be met by local manufacturers, if they hope to secure a portion of this trade.

It must be borne in mind that the 1920 crop of leaf tobacco, which is now being offered at reduced prices, will not be properly conditioned and ready for use before the beginning of next year. Indications are that the 1921 crop will be correspondingly low in price. Even with the high priced stocks of raw material now being held by the manufacturers, a reduction in the cost of the finished product can be absorbed if divided over a two-year period, provided that the factories can be operated at normal capacity.

From the standpoint of the provincial producer, the situation is hardly attractive, as actual trading is practically non-existent in the leaf tobacco market. While there has been a feeling each month during the present year that the worst was over and the tide had turned, there is still practically no demand for the leaf tobacco now being held by the growers. While manufacturers in the past have always carried a stock of raw material sufficient to meet their requirements for two years, the present tendency is to reduce their stocks to a point adequate for their yearly requirements. This is occasioned partly by the abnormal interest charge that carrying a two years stock of raw material entails, and also because of the tightness of money. Deliveries of that portion of the 1920 crop which have already been purchased are now being received in Manila, and the crop, as previously reported, seems to be far above the average.

Two thousand bales of Nueva Ecija to-bacco in the hands of the banks as a result of the insolvency of U. de Poli & Company, were sold at auction during the first half of June. The lawyers representing the planter in Nueva Ecija, who had sold this tobacco to the insolvent firm, bid in the lot at \$\mathbb{T}6.50\$ per quintal. The present price of tobacco is being determined entirely by the cash requirements of the vendor. There seems to be no relation in today's market between the price of the raw material and the selling price of the finished product.

### IMPORTING AND EXPORTING

By H. Edmund Bullis
Editor,

American Chamber of Commerce Journal

THERE probably has been no time, for many years, when the situation in the import and export trade of the Philippine Islands looked so pessimistic. The writer has interviewed many of the leading business men in Manila during the last week and finds, from excellent authority, that in the neighborhood of fifty millions of pesos are owed on imported goods which are at present stored in warehouses, or are due to arrive within the next few weeks.

It is doubtful if the exports of the Philippine Islands for the next five months will average much more than eleven million pesos per month, which means that if nothing more should be imported during that time, the new money coming in from the exportations for the next five months would just pay for the imports we already owe for.

The hemp situation is not encouraging, as the large rope companies in the United States are almost closed down, and they have a stock which should keep the United States in rope for practically six months.

The sugar outlook is unusually depressing. There is over a six months' supply of sugar in the United States already, and by the time the next sugar crop is harvested, we will again be facing the competition of European beet sugar. A majority of the Negros sugar planters are going to find it extremely difficult to finance themselves until the next crop comes in, as the banks have almost entirely shut down on credit to them.

The cigar situation shows no improvement. Embroidery shipments have kept up fairly well, but it is expected there will be a large falling off in shipments during the next few months, as it is stated by good authority that the United States is overstocked with unsold Philippine embroidery at the present time.

The copra and coconut oil situation is not very cheerful. Lumber, at the present time one of our minor exports, is holding up as well as could be expected.

It can be seen from these statements, that the outlook for exporting is very pessimistic indeed. With the large stocks of imported goods on hand, which were bought at much higher prices than they could be replaced for at the present time, we cannot hope to look forward to a big boom in the importing business for some months, as there will be no ready money forthcoming to finance large importations.

A study of the customs returns for May 1921 discloses the following interesting facts: The total trade for May, 1921, was about three-fourths that of May, 1920, and ninety-one per cent of the trade of April last. The balance of trade was, approximately, \$\mathbb{P}\$300,-000.00 in favor of the Philippines, a tremendous improvement over that of the previous

month. This statement is misleading, however, as considerable of our exports were on consignment and have not been actually sold.

Of the exports, which amounted to almost sixteen million pesos, fifty-two per cent was sugar. In spite of the low price obtained for sugar during May of this year, the exportation of that product this year was much in excess of the exportation of May, 1920. The other important items of exportation came in the following order: Coconut Oil, Hemp, Copra, Leaf Tobacco, Embroideries, Cigais and Lumber. There was a tremendous drop in the exportation of hemp, only thirty-five per cent of the amount exported May, 1920, having been exported in May of this year. Coconut oil also dropped to almost one-half, and cigars to less than onesixth of the amounts exported in May, 1920.

The only optimistic feature indicated by these customs figures is the fact that, in comparing the months of May, 1921, and May, 1913, a pre-war year, exports have gained two hundred fifty per cent in these eight years.

Our imports in May of this year were about seventy-five per cent that of May, 1920, and about three-quarters that of April, 1921. Iron and steel, and manufactures thereof. led the list, as over four million pesos worth of these products were imported this last May, almost twice as much as was imported in May, 1920. The second largest item was cotton cloths and manufactures of cotton, the importation of which amounted to over two million pesos, only one-third, however, of the importation in May, 1920. Rice followed, with an importation of almost \$\mathbb{P}850,-000, about twenty times that of May, 1920. Paper came next, almost two-thirds of a million pesos worth of that commodity having been imported. Automobiles and accessories ran a little over a half million pesos, less than half the amount imported May, 1920. Spirits, wines and liquors jumped to over \$200,000, or twice as much as the amount imported May, 1913, and almost three times the importation in May of last year. Less than two per cent of the value of diamonds and other precious stones were imported May, 1921, than in May, 1920, indicating thereby the fact that there is a cutting down in the use of luxuries here. The customs returns show a tremendous drop in the importation of crude and illuminating oils.

Two-thirds the total of our trade was carried on with the United States. The United Kingdom and Hongkong came next, while Japan, China and Spain follow in their respective order. The most spectacular gain in trade, in comparison with last year, was made by Germany, whose total trade in May, 1921, was twenty-three times as great as in May, 1920, and thirty per cent of the business she transacted with the Philippines in May, 1913. The figures for Siam show an increase of eleven hundred per cent over those of May, 1920, while the figures for the French East Indies increased eight times.

Forty-one per cent of our total trade was carried in British vessels, thirty-three per cent in American bottoms, eleven per cent in Dutch boats and nine per cent in Japanese vessels. A very noticeable gain was made in the trade carried by Dutch vessels, which was one hundred forty-five times as much as the trade carried by them in May, 1920.

During May, 1921, forty-nine vessels, engaged in foreign trade, were cleared in Manila, eleven were cleared in Iloilo, six in Cebu, three in Jolo and one in Zamboanga.

### MACHINERY REVIEW By W. M. Leonard

By W. M. LEONARD Catton-Neill Engineering and Machinery Co.

N reviewing the machinery business for the last two months, one cannot but be optimistic about it. It is generally acknowledged that the actual sales have increased and the number of inquiries has increased considerably over the preceding four months of this year. The sales for the year 1921 will not equal those of the year 1920, as that was a rather unusual year for development, and the slump in the American market has been reflected here together with the unfortunate financial crisis, which has come in this year. However, the increase in the last two months indicates a gradual resumption to normal conditions on a good sound business basis.

In discussing the machinery business for the Philippine Islands, it is necessary to subdivide it into seven general applications and treat each one separately as follows:

The machinery which has been sold in the Sugar Centrals during this period has been that necessary to keep the mills going, and in some instances, equipment has not been purchased that was badly needed, so that this business has not yielded the actual sales, which it would have under normal conditions. The cause of this is the decline in the price of sugar, together with a weak buying market in the United States, which lessened the amount of capital available to do their purchasing. However, the mills must grind the crops, and to do so they must have the equipment necessary, so that the sales will eventually be made.

Agricultural machinery is being sold and the sales show a slight increase. However, it is not selling as it should in comparison with the progress that was made last year in demonstrating its worth over the older methods of planting and harvesting. The farmers are still inquiring for tractors and farm implements and want to buy, but due to lack of cash and tighter credit terms, they are unable to do so. The cause of this is that the farmer has not been successful in disposing of his last year's crop and his warehouse is full of whatever he is raising; consequently, a lack of actual cash to finance his coming crops. The prospects for future business in this line depend on so much and relief is so far off that there will probably be no material increase until next year.

The electrical business has held its own very well, and has shown an increase in the last two months. Several industrial plants and shipyards have replaced their old steam plants with electric drive, and conditions in general show no signs of slowing up regardless of financial conditions. The electrical supply business continues about the same and will do so, as it serves a public utility and is not affected seriously by an industrial depression. The prospects for future business are good.

Marine Machinery sales have not increased to any extent, and there is no noticeable increase in the number of inquiries being received. The cause of this is a depression in the Interisland shipping and passenger traffic in the last six months, which has necessitated the withdrawal of a considerable amount of the tonnage which is lying idle as a surplus at the present time. As soon as shipping to and from the provinces revives, this business will pick up, due to the fact that a number of the steam propelled ships will be turned over to internal combustion engine propulsion and more ships will be built. The prospects for future business are good but distant.

Irrigation Machinery, such as Pumps and Engines to drive them, does not show any material increase due to their being a product which is sold to the farmers; for reasons stated above the financial conditions in the provinces are reflected in the sales of this equipment. A few sales are being made and, if satisfactory credit could be arranged, there would be a considerable increase as there are a number of inquiries. However, material increases will be slow as the advantages of irrigation have not been fully demonstrated.

Practically no Oil Mill Machinery has been sold as the prevailing conditions for the past year continue.

Saw-Mill Machinery continues about the same for the past two months. However, there is a slight tendency to withhold purchases on account of the financial conditions, but the prospects for future business are very good on account of the fact that the price of lumber remains firm, and justify additional purchases.

Prices on Machinery in the United States have declined but slightly, due to the fact that they were not increased in proportion to the raise of other commodities, although labor and cost of materials advanced. It is generally accepted that prices will not decline for sometime to come, and in several instances, in the past few months, prices have increased slightly over the preceding four months. The reason why prices will remain firm is the fact that the enormous profits have not been made and the manufacturer has based his selling price on the cost of manufacture, plus a nominal profit.

The action of the Bureau of Public Works in suspending all operations has not been felt to any extent as yet, but it will cause a slight depression in general supplies. The fact that the Bureau have their own purchasing organization in the United States, through which they purchase as much as possible, indicates that the local machinery dealers will not suffer materially on account of their action.

### AUTOMOBILE REVIEW

By BRUCE J. MILES

Representative, General Motors Export Co.

HE automobile market in the Philippines today is in a healthier condition than in any other section of the Far Surplus stocks, which started to accumulate last fall due to the fact that American manufacturers suddenly found themselves in a position to make quantity shipments on account of the sales slump in England and the United States, have been disposed of during the favorable selling months. The local stock of cars at present is not excessive, and although we are now entering the dullest selling season of the year, it is believed that the lower prices of gasoline and tires combined with the anticipated improvement in the financial situation will help materially in stimulating the trade during the rainy season, when motor transportation is recognized as being more essential than at any other time of the year.

The threat of excessive taxation and prohibitive regulations have had a more adverse effect on retail sales during the past few months than any other one factor. However, it is believed that this situation will be met with to the satisfaction of the legislative bodies as well as the users of motor equipment.

Price reductions so far have been of but little consequence and credit facilities have played a more important part in sales than selling prices, especially as the dealers without exception have been operating on a narrow margin of profit. No drastic reductions are anticipated as manufacturing costs have not been materially reduced.

American manufacturers consider the Philippines as one of their most important markets at this time when excessive import duties and local regulations are curtailing sales in many other territories. In the quantity production of cars and trucks America maintains her dominant position and it is to be expected that she will stand firmly for the fostering of all such markets under the American flag.

### OILS

By RAY W. BERDEAU,

Manager of the Vacuum Oil Company
of the Philippines

PETROLEUM products are products of diminishing returns,—Where will they be obtained?

Statistics show that reserve stocks of crude oils were being depleted very fast during the past two years.

It has only been within the past several months that producers have been enabled to meet the demand for petroleum products.

Hence, oil companies began the investigation of untested oil lands—ranging from Tropical Colombia to the Arctic Saskatchewan country, as well as in our own Philippines where liberal sums are being expended to prove probable oil deposits.

What does this indicate? In a broad way, development to meet a future demand. The lubricating oil importations into the Philippines show P105,823 for 1920 and P32,065 for the first quarter of 1921. P895,113 worth of automobiles, parts, etc., were imported in the first quarter against P523,391 for 1920 which is indicative of reasonable faith in a recovery of business which will be consistent with concurrent possibilities.

Every business is dependent in some form or another on petroleum—hence it is very possible that the total consumption of petroleum products for 1921 will be in excess of that for 1920.

The petroleum question, like other international factors of moment, depends considerably on the producing capacities of the oil fields of Russia, Galicia, and Roumania. At present local conditions make it impossible to place dependence on Russian production. Galicia and Roumania have much to overcome before they assume a cognizant position, as the barrier of dollar exchange must be eliminated before they can take our goods. Consequently, the United States, from their



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production of 66% of the world's output, are practically supplying the consumption of the world, which has resulted in a recent economic survey of all producing areas by the United States Senate.

The Bureau of Mines states that 300,000,000 gallons of gasoline are wasted yearly and that enough gasoline evaporates from crude petroleum, from the time it leaves the wells until it arrives at the refineries, to keep 1,200,000 automobiles in commission a year if each car used 250 gallons of gasoline.

The Bureau statistics show that there were 415 refineries operating in the United States on January 1, 1921, with a combined daily capacity of 1,888,800 barrels.

The 1920 estimated consumption of crude oil was 443,402,000 barrels or a daily average of 1,211,481 barrels. It is of interest to note that the daily average refinery capacity exceeds domestic production by 677,000 barrels, which indicates the expected increase in the demand for petroleum production during 1921.

The principal hope of American producers lies in the day when motor fuel can be economically produced and used from by-products, such as molasses, etc., or when new producing areas have been successfully proven. Then, irrespective of an increasing gasoline and crude oil consumption, refineries will be in a favorable position to supply any demand.

At present, general industry is marking time—trying to visualize the future with little benefit to be derived from past experience. Stocks have accumulated, production has slackened, which permits petroleum producers to clear decks, revise producing, buying and selling so as to be ready for the intensive service that will be demanded when waiting industry begins to function.

Hence it is to be expected that prices to the consumer may be bettered as production exceeds consumption.

### PROTECTION IMPERATIVE FOR THE RICE INDUSTRY

By PERCY A. HILL, Bantug, Muños, Nueva Ecija.

THE request of the Philippine Chamber of Agriculture in advocating an adequate protective tariff for the retention of our present supply of rice produced is a purely economic one. This question—that of protecting the alimentation of the Philippines—is a most vital one, increased production only following a reasonable profit to the rice grower above production costs.

The Agricultural Chamber and the Rice Growers Associations wish the public to be informed as to why the present tariff of 1909 does not fit conditions in 1921. In 1920 the amount of clean rice produced in the Philippines was 1,019,399,000 kilos, and we imported a little over 11 million kilos or less than 2%. This fact demonstrates that we are almost self sufficient as regards this basic bood. The present crop, however, is not

half absorbed in the face of outside control of our industry from "dumping" and the extremely low price offered in consequence by the Chinese millers and dealers.

The rice industry is still our most important activity in the Islands, as one peso in every three produced in the Philippines is due to this industry, an amount, according to the Bureau of Agriculture, which totalled \$\P254,-855,000 in 1920. This is a respectable sum added to national wealth. To allow the industry to languish and spend this sum overseas would spell national disaster. The rice-grower has increased production from 18,859,000 cavanes of palay in 1910 to 39,-431,000 cavanes in 1920, and this in the face of adverse circumstances. Nearly five million Filipinos are engaged directly and indirectly in producing this crop which has now arrived at this satisfying point. Is an industry of this magnitude worth protecting?

The present United States administration is showing marked foresight in striving to protect the agricultural industries of America. It has placed tariff barriers to allow its nationals to compete with produce grown by nations of low standards of living. It believes in not only building for today but for tomorrow. Is this action uneconomic? We believe not, for no country has a problem of greater importance than the protection of the industries that fill the mouths of its nationals with bread—or rice.

The cost production of this cereal is not as high as in some countries, considering the standard of living, but those familiar with rice production the world over are aware that not one single country can compete in the production of rice with Indo-Asia (Burma, Siam and Indo-China) who use our identical methods, but who are favored with especially fortunate climatic conditions, and who under a government supervision control the world's rice market. It is high time that this state of affairs be recognized. It is one of "the savage wars of peace" particularly affecting Philippine conditions in the rice industry. The following synopsis of the state of the rice industry in America is of interest to the Islands in its effects, one on the foreign markets of America and the other on the home market of the Philippines. The date of the information is given as April 30th, 1921.

The 1920 American rice crop was over 54 million bushels, an increase from the prewar production of 22 million bushels. The cost production was the highest ever known and it is vainly offered at a price that spells disaster for the industry. Under war stimulus the industry expanded too rapidly, and far beyond home markets, and now lies at the mercy of world conditions. It is trying to solve the problem of marketing over 30 million bushels of unsold rice at a loss. The head of the Southern Rice Growers Associations sums up the situation as follows:

"The world's rice industry is dominated by the East Indian crop (Burma, Siam and Indo-China). During the war their governments exercised a control over rice as we did in America with wheat. However, they went further, buying the crop from the producer at a fixed low price and selling it as high as they dared, the profits going to the government. Before the war rice was exported for as low as two and a third cents per pound. Last year it was 11 cents. The American industry sensed difficulties early in the year as they had been selling to Cuba. In April, 1920, the Indian government made the first cut from 70 to 55 shillings per 100 lbs. This broke the market and as Cuba had a non-export law relative to rice, they now passed a non-import law until supplies could be absorbed, and to still complicate matters the moratorium went into effect. The market dropped later to 15 shillings (about \$2.85) per 100 lbs. at which price it is being sold in Europe and South America today. These are the conditions underlying the market today. The American rice producer has to sell in competition with the Oriental rice-grower. It manifestly cannot be done, as rice selling at eleven cents a year ago does not bring three cents today."

This information is especially interesting to the Philippine rice producer. We have both Indo-Chinese and Siamese rice continually on the market, and, strange to say, selling higher than the native product. We have not adequate protection to prevent dumping methods. Since the above synopsis of American rice conditions was written a tariff law has been passed to prevent dumping and protect the industry. This is right and proper.

The premier rice-producing countries of Indo-Asia have still immense hold-overs controlled indirectly by their governments for reasons of profit, exchange and the maintenance of the market conditions in their favor. They are striving to "dump" this surplus in every rice-producing and consuming country at a price that is fatal to the industries there. A few weeks ago Cuba again stopped imports until the six million dollars of Saigon rice was absorbed.

We have the same problem here. In the last 90 days over fifteen million kilos of Indo-Chinese rice have been brought in, in the face of a "suspension of importations" showing the master hand behind the Chinese importers and controllers of the industry. Our crop, not yet half absorbed, is in need of adequate protection. The bulk of the crop purchased has been at prices fixed by the importers, the small rise in the market a few days ago only being due to the fact that the mills must be kept running, and rice deposits were not liquidated at the prices offered, this being nothing but a flurry in the market.

The rice industry, producing the greatest amount of real wealth, which wealth remains in the country, is worth protecting, for supply is now almost equal to demand. Increased production has come from more equitable prices in the face of restricted importations. The Philippines enjoy the highest standard of living in the Orient, as America does in the Occident. This is an asset that is of

value to everyone in the Islands and should be maintained. Rice cannot be grown in competition with countries of low standards of living, favorable climatic conditions, and a government monopoly. A protective tariff is necessary that represents the difference in standards of living. This would increase revenue and fall on all alike. The prosperity of a country depends on a home-grown supply of food, for adverse trade balances can never take its place, and our home rice bill is still our biggest item. The rice producer does not know of the economics of "Dumping" but he knows of their effects. We have millions of cavanes for sale at present prices (40% less than production cost) but are still consuming Saigon and Siamese rice. The rice producers' problems of production are particularly his own, and he, and no other agency, has doubled the supply in ten years. These are facts that speak for themselves, in the face of adverse comment saying that the protective tariff needed is uneconomic.

### INVENTIONS

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THE "RAPID" SUCTION GAS PRODUCER

THE Atlantic, Gulf and Pacific Company own the manufacturing rights in the Philippines for the "Rapid" Suction Gas Producer, a marvellous Australian invention which uses as fuel vegetable charcoal and water. The inventors of this gas producer confidently believe that, by its use, gasoline and kerosene will be supplanted as a power for farm tractors, motor boats, and other classes of stationary and portable engines.

As is generally known, good charcoal contains no tars, oils, or acids. It is practically pure carbon, and gas is the only product of combustion. With charcoal as a fuel, therefore, the "Rapid" can be operated very easily, the small amount of charcoal dust which remains being eliminated by the passage of the gas over the surfaces moistened with water in the cleaner or scrubber.

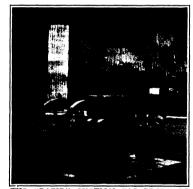
Statistics show that in four years, from 1916 to 1919, inclusive, the importation of stationary engines in the Philippines increased nine hundred per cent, and that there was an increase of more than six thousand five hundred per cent in the importation of portable engines and tractors in one year, from 1918 to 1919. There are, approximately, P4,400,000 worth of stationary engines in the Islands, while, in 1919 alone, over a million and a half pesos worth of portable engines and tractors were brought over from the States. These figures very forcibly indicate the fact that the carabao and horse are being rapidly superseded by powerdriven machinery.

While it is true that increased production in the Philippines means prosperity, and that statistics from the Insular Bureau of Customs, shown in the foregoing paragraph, indicate plainly that production in the Islands is on the increase, nevertheless, in order that we may compete with the rest of the world markets, we must reduce our production costs to a much lower degree than they are at the present time. Those interested in this new invention believe the only feasible solution to this problem lies in the popular use of the "Rapid" Suction Gas Producer, since only vegetable charcoal and water are used as fuel, and the cost of this fuel is almost negligible.

Another favorable feature of the "Rapid" is that lubricating oils, when used together with a fixed gas such as this machine produces, last much longer than when used with mineral oils and their derivatives. This is due to the fact that charcoal gas does not disintegrate the lubricant as is the case when gasoline and kerosene are prepared for use in motors.

The use of "Rapid" Suction Gas Producers in connection with gas engines will open up for development an exceedingly large area of fertile land heretofore lying idle on account of the high cost of fuel necessary to run farm machinery.

Among other uses to which the "Rapid" may be put, and which will greatly aid in the future development of the Islands, can be mentioned the electric lighting and water supply of farms and barrios, rice and saw mills, ice and cold machines, and even motion picture apparatus and those other city conveniences which will tend to keep the provincial men on their land and from congesting in unhygienic and expensive centers of population.



THE "RAPID" SUCTION GAS PRODUCER Installed on Small Stationary Gas Engine

The Frank hemp-stripping machine, of which mention was made in last month's American Chamber of Commerce Journal, is being successfully operated by a "Waterloo Boy" three-horse-power horizontal stationary engine upon which is installed a small "Rapid" Suction Gas Producer. This machine consumes about sixteen kilos of charcoal in ten hours.

Another successful demonstration was held at Harrison Park, in which experimental tests were made with a Fordson Tractor drawing two disc plows. The charcoal consumption in this instance was about eighty kilos for a ten-hour plowing day. This charcoal cost only about one centavo a kilo.

The importance of the "Rapid" Suction Gas Producer in the future development of these Islands cannot be over-estimated, if the performance of the "Rapid" under actual working conditions prove as satisfactory as in the tests.

### RETAIL CONDITIONS

By C. M. COTTERMAN
Proprietor, The Walk Over Shoe Store

HE retail trade situation in Manila at this writing is, without doubt, much worse than it has been for years. Interviews and inquiries with forty-seven firms fully establish this fact. There is, as for the month of April, a great difference in the reports of firms engaged in very similar lines. Some who reported a very small business for April now report slight improvement for May. Others who reported good business in April report heavy slumps in May. But with only a few exceptions all report a severe slump in June, a number stating they are doing no more than  $20^{c_7}_{.0}$ of last June's business. A few claim to be up to within 10% of last June. A few days since the writer had occasion to walk along the north side of calle Rosario at ten o'clock of a morning. While doing so he took note of the number of possible customers in the long line of Chinese piece goods shops and could count but fifty-one such persons. The fact that in normal times one could find from five hundred to a thousand customers in these stores at that time of the day is a good indication of how business has fallen off in that section of the retail business of the city. From all the information obtained in various ways it is evident that the present retail business of the city is no more than 45% of normal and that any firm doing more than this amount should consider itself very fortunate. In former years the June opening of the schools has always stimulated trade in the lines of goods used by school children but this year those handling these lines report very little, if any, increase attributable to the opening of the schools. With practically no exceptions all firms report much greater difficulty in effecting collections than ever before experienced.

### FIRE INSURANCE REVIEW By E. E. ELSER

THE question of insurance in the Philippine Islands at the present time is of great interest to the community in general, on account of the unsettled financial conditions. The month of May was perhaps the first month during which the different agents representing various insurance companies here began to feel the effect of depression, as the amount of goods being imported into the Islands commenced falling off. The

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### AMERICANS IN THE PHILIPPINE ISLANDS



### WALTER E. OLSEN

Walter E. Olsen was born in Chicago, Illinois, August 28, 1877. After enlisting in the regular Army for the Spanish War in 1898, he arrived in the Philippines February 22nd, 1899, and served with the 20th U. S. Infantry during the Philippine Insurrection. He was connected with the Federal Civil Service in Subsistence Department, U. S. Army, at Manila from August 1st, 1901, to December 31st, 1903.

On February 1st, 1904, he founded the firm of Walter E. Olsen and Company and is still President and Treasurer of this organization. From a small beginning in a retail Kiosko, almost as unpretentious as a push cart vendor, Walter E. Olsen and Company, cigar merchants, have grown to be the largest exclusive tobacco corporation in the Philippine Islands. The Walter E. Olsen and Company is a corporation composed entirely of citizens of the United States of America. In 1919 this Company acquired "El Oriente," "Helios" and "La Giralda" cigar factories.

Besides being a director in the American Chamber of Commerce, Mr. Olsen is a member of the Organization Committee for the American-European Hospital, a member of the Philippine Government Committee on Sales Promotion and Publicity, and Director of the Manila Tobacco Association. He is also affiliated with B. P. O. Elks, Columbia Club, Manila Golf Club, and the Swiss Club.

### STANLEY WILLIAMS

Stanley Williams, Treasurer and Director of the American Chamber of Commerce of the Philippine Islands, was born in Portland, Maine, August 30, 1883. After graduating from Bowdoin College in 1905, he entered the employ of the International Banking Corporation in New York City, and has steadily risen in this organization until he is now Manager of the Philippine Branch.

Mr. Williams spent about nine months in the London office after graduating from College, and was transferred to Manila, where he arrived in September, 1906. He became agent of the International Banking Corporation in Cebu November, 1908, and remained until March, 1910. Returning to Manila, Mr. Williams stayed about a year, and then was transferred to the Hongkong branch of the Bank. In March, 1912, he returned to Manila as Accountant of the International Banking Corporation.

Mr. Williams went home on a furlough in April, 1913, and afterwards became Manager of the Foreign Department of the San Francisco branch of the International Banking Corporation, where he stayed until September, 1916. He was then sent to Panama, as Manager of the Panama and Colon branches of his bank, remaining until January, 1919.

Returning to the Orient once more, Mr. Williams assumed the managership of the Tientsin, China, branch, and after about a year came back to Manila in his present position.

From his varied world wide banking experience, Mr. Williams has gained an exceptionally keen insight into international business affairs, which has enabled him to serve the International Banking Corporation, with distinction and merit.

Besides his connection with the American Chamber of Commerce, Mr. Williams is Treasurer of the Philippine Chapter of the American Red Cross and of the American-European Hospital. Among the clubs with which he is affiliated are the Philippine Club of New York City, Army and Navy Club, Manila Club, University Club, Manila Golf Club, Manila Tennis Association and the Manila Polo Club. He is a Director of the Rotary Club of Manila.





Photo by Gerald Thompson, Denniston, Inc.

### A. G. HENDERSON

A. G. Henderson, one of the most popular and competent shipping men in the Philippine Islands, was born in New Zealand in 1881. He came to the United States as a child, and at the age of 15 went to sea as cabin boy from Philadelphia, from which port his father had sailed 40 years before as an officer in the American clipper ships.

With the exception of two years at Victoria, B. C., as agent for the Great Northern Railway, Mr. Henderson has been continuously connected with shipping since 1896.

From that year until 1903 he was connected with the American and Atlantic Transport Lines, working up to Assistant Purser, and sailing to all ports of the world. In 1903, at New York, he joined the Great Northern *Minnesota* (then and still the largest ship seen in the Orient), which arrived in Manila on her maiden trip in 1904, and remained on this ship as Purser for 11 years to 1915, until her withdrawal from the Pacific.

Mr. Henderson joined Frank Waterhouse & Company in 1917, was appointed Local Manager in Manila during 1919, and in June of the present year, when the head office was transferred to Manila, he was appointed General Manager for the Waterhouse interests in the Far East.

Besides being interested in the American Chamber of Commerce, he is a member of the Elks, Golf and Manila Clubs and also belongs to the various Masonic bodies,

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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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#### S. WILLIAMS

Manager, Manila

Temporary Office: Fourth Floor of the Masonic Temple

#### PUBLISHED BY THE AMERICAN CHAMBER COMMERCE OF THE PHILIPPINE ISLANDS.

#### Governmental Aid to Business in the Orient

By GEORGE L. LOGAN, Manager, Philippine District Office, United States Bureau of Foreign and Domestic Commerce

HE United States Bureau of Foreign and Domestic Commerce was created by Congress because American commercial interests desired and were entitled to have governmental assistance. They needed an impartial organization for the collection and distribution of dependable and helpful data on home and foreign markets which they could use in planning and promoting their affairs.

Its services are informational and advisory. It has neither police power nor mandatory authority. It compels no one to disclose his business secrets nor to utilize its widespread but close-knit organization. It was founded and built up solely for the purpose of helpful service to American interests wherever found. Its cornerstone is cooperation.

Quoting President Harding: "I think it is the Government's function to foster, encourage and assist in the expansion of our foreign trade at the present time, contemplating our tremendous development of productivity, our advanced position in the development of machinery, and what is recognized as outstanding American efficiency. A great service our Government can render is to put its consular agents to work, finding out markets throughout the world for the expansion of our trade, thus allowing us to continue our unparalleled productivity and find a market for our excess in foreign countries. As to the Department of Commerce, my own thought is that it should be made the greatest agency that we have for business expansion for this Republic. We have not done one-tenth of what we ought to do."

Today, our Bureau has its commercial attachés, trade commissioners and special investigators in every important market of the world, each of whom has been chosen because his training, experience and achievements indicate his fitness for the work to be done. It works in close cooperation with our Consular Service, Shipping Board and other governmental activities.

American manufacturers were but little interested in foreign trade before the war.



GEORGE L. LOGAN The Philippine Representative of Herbert Hoover

Seemingly, some are not interested in it now, because they profess to believe that "foreign trade" and "free trade" are synonymous terms. As devoted protectionists, they will not openly aid and abet such a heresy. They are willing to manufacture goods on order or in anticipation of demand, and let merchandising houses take care of the distribution, asking no questions. The export commission house is only a go-between, acting for purchasers on the one hand and manufacturers on the other. A period of depression hits it hard and, if persistent, weakens or destroys an important link between American production and foreign consumption.

When orders fall off, the manufacturer's next move is to reduce wages or run his plant on short time. His curtailment of production lessens his purchases of raw materials, disorganizes his supply arrangements and reduces the purchasing power of those from whom he was accustomed to buy, who in turn take similar steps to protect themselves against ruin. The process continues in a vicious and narrowing circle, and results in ships tied up, factories shut down, widespread unemployment, stagnant markets for raw materials and finished products, and general discouragement

I have been asked what we can do towards bettering trade conditions between the United States, the Philippines, and neighboring countries of the Orient. We must find our work, and that will take time, but there are many obvious things that can be done here by our bureau.

In accordance with our program, we desire to cooperate to the fullest possible extent with the Insular Government and with merchants, manufacturers, producers, commercial organizations, industrial enterprises, financial institutions, and other entities here, at home, and elsewhere in promoting American and Philippine trade.

An important feature of our work will be cooperation in the development of Manila as a port of entry, shipment and transhipment. Our Bureau favors the provision of necessary cargo handling and storage facilities; the operation of feeder steamship lines for upbuilding our merchant marine; the improvement of mail, cable, and radio service; the establishment here of American branch houses and offices, with men in charge who have authority to act promptly and with binding effect; the carrying of stocks in Manila of American merchandise suited to the requirements of neighboring countries to facilitate quick deliveries and to aid in making Manila the distributing center in the Orient for American goods; and the development of American trade in the Philippines, of Philippine trade in the United States and of both in other countries. We believe in

the value of cooperative not destructive competition, and in such efforts we shall back American interests in a clean, fair fight for trade now and all the time, here and everywhere.

When I was with you last year, I spent several days looking into various matters pertaining to Manila as a port. I lived on the waterfront and spoiled two or three good suits of white clothes going down into the holds of ships to see with my own eves what could be seen regarding stowage, packing, and cargo working. I watched stevedoring operations on your docks and in the stream, asked a thousand questions and made a general nuisance of myself, but from the data thus obtained, I was able to reach some conclusions and make some recommendations. Before my arrival here, I had done much the same thing in Penang, Singapore, Saigon, and Hongkong, and I continued my investigations in Shanghai, Kobe, Yokohama, San Francisco, Portland, Seattle, and Boston. To my regret, it was borne in upon me that the cargo-handling service rendered in Manila on that trip was the least efficient of any port in the Far East. There were adverse conditions here and the stevedoring firm that handled our ship worked under severe handicaps. But I am moved to say that we may build the finest docks and piers, equip them with every approved device, describe and picture them for the admiration of the world, but if, for lack of efficient stevedoring service ships are held here much longer than in neighboring and competing ports, the value of our expenditures on port facilities will be greatly lessened.

The development of your trans-Pacific and feeder merchant marine service in Oriental waters will be one of the most powerful aids to our commercial welfare in these countries. Although we have greatly increased our ocean tonnage, we are not yet carrying the bulk of our sea-borne commerce in the Far East.

The improvement of communications, mail, cable and radio, should keep pace with the betterment of our transportation facilities. All our ships should be equipped with wireless outfits that have a wide sending and receiving radius. I have seen Shipping Board vessels slip into port quietly and unannounced for lack of proper radio equipment, and then go out light because freight offerings were not waiting for them on the docks, although shippers were clamoring for bottoms. Cargo accumulations in these countries are frequently stored inland, for reasons of economy and because warehouse space is not always available. A few days' notice by wireless of the expected arrival of such a vessel would have given time and opportunity to bring such merchandise into town and place it for loading.

Our Bureau has issued and has in preparation commercial handbooks for many of the important countries of the world. During the last year of my service with the Insular Government, I began the preparation of a com mercial handbook for the Philippines

and when I was sent to Singapore as Amercan Consul, I left here the data I had assembled. My instructions are to submit material for such a publication on the Philippines, giving facts and figures that business men at home can accept and depend upon as being impartial and reliable.

The suspicion that such data may be overcolored or toned down for political purposes impairs its usefulness

One issue each month of our Daily Commerce Reports is devoted to the information sent in by our representatives from all over the world. The data is published also in whoie or in part in the press of the United States, and is proving to be very valuable to American interests. In addition to my special and general reports, I shall cable periodically a résumé of commercial, industrial and financial conditions in these Islands.

It was an anomalous condition that when an American concern asked us for trade data on the Philippines, there was but little available in our Bureau. If the request related to some other country, we were able to supply information in volume, up to the minute, and dependable. As soon as possible, we shall begin sending Philippine data to our offices in Washington for distribution to American interests in the important commercial and industrial centers of the United States and foreign countries. I have handled so many such inquiries that I have a fair idea of what American manufacturers and merchants want to know, and my purpose is to transmit commercial information on such subjects and in such form as will be most useful to them.

Heretofore, the routine for obtaining such data was deadening. For example, a manufacturer in Massachusetts asked the District Office in Boston for certain data on the Philippines which we did not have on file there nor in mind. His request was referred to our Bureau at Washington, which referred it to the Bureau of Insular Affairs, which forwarded it to the Governor-General, who referred it to the local Bureau of Commerce and Industry, which compiled and sent the data to the Governor-General, who forwarded it to the Bureau of Insular Affairs, which sent it to the Bureau of Foreign and Domestic Commerce, which transmitted it to the District Office at Boston, which delivered it to the manufacturer, who received it several months after the date of his original request. There was no censurable delay anywhere. but the manufacturer had reason to feel that the service was extremely poor. Hereafter, we want him to feel that it is extremely

An important part of our work will be supplying to American houses specific sales and production information and general comercial data, leaving credit reports to other agencies. The commerce of the Philippines presents conditions peculiarly its own. In some respects it is domestic; in others, foreign trade. It is too early to outline in detail the procedure we shall follow, except to say that we shall conform to the fundamental

policies of our Bureau and Department, working in close cooperation with other branches of our Government, and with American business interests, and that we shall distribute reserved and confidential data only to approved houses of American allegiance. It shall be our purpose to consider each proposition on its merits, always bearing in mind that reputable firms of American nationality here, at home, and in other lands are entitled to have the best and most helpful service the United States Bureau of Foreign and Domestic Commerce can render.

Every country in the world is suffering more or less acutely from the decline of trade and industry. The Philippines is no worse off than many and has not been so seriously affected as some. In Brazil, for example, the mint value of 100 milreis is equivalent to P108.50 at normal exchange, but the latest quotations I have seen show the current value of 100 milreis as being equivalent to approximately \$\mathbb{P}30.00\$. In other words, a Brazilian importer of American products, in order to remit a given sum in gold, would have to pay out at that rate more than three times as many milreis as formerly when exchange conditions were normal. That increases the purchase cost of his goods to such a figure as to make their selling price almost if not entirely prohibitive. You have not reached so unfortunate a stage. Let us hope you never will.

Our Bureau has had some share in relieving the trade paralysis in some of the South American countries where conditions are much worse than here. Some far-sighted American merchants are now selling goods there and taking their pay in coffee. In some instances, they have made additional profits by advances in the coffee market. Their action is constructive and helps to keep ships moving with both-way cargoes, to keep factory wheels turning and coffee planters from bankruptcy. Coffee is a staple commodity in the United States, but so are hemp, sugar, coconut oil, and tobacco.

Quoting Mr. Hoover: "Recovery from economic depression depends upon courage, applied intelligence, and a return to the primary virtues of conscientious toil." The familiar law of action and reaction applies to economics as to mechanics. The expected rebound from abnormal activity is abnormal depression, and vice versa. Students of economics see in present conditions the working of natural laws, the relation between cause and effect, the application of the age-old principle that "whatever goes up must come down". "Sit tight" and "saw wood" are good proverbs for our guidance in these days. The toad that fell into the churn saved his life by continuing his struggles until he had formed a pat of butter that supported him in safety. Our situation is not hopeless. Various signs indicate that the pendulum is reaching the end of its swing, that we shall soon see an end of the precipitate collapse in commerce and industry, and that gradual improvement is already taking place.

Carping criticism is destructive. The meanest mind is capable of that. Constructive suggestions are helpful and are welcomed by all fair-minded men. The courageous soul with far-sighted outlook sees through and beyond the low-lying clouds to where the sun is shining in the distance. Condemn wrong-doing, censure bad faith, frown upon extravagance, yes; but do not play the part of "pot calling the kettle black". Remember, that the banks here are not the only ones that have made loans on securities which have shrunk in value. Many in the United States have done the same. Remember that the managers of oil mills and sugar centrals, who purchased machinery, housed it in hastily constructed buildings and crowded production when profits were large are at one with American manufacturers who, for the same reasons, enlarged their plants and increased their output.

Since business is conducted for the sake of gain, self-interest shapes its policies and methods. It is natural for the business man to place his own interests first, but it is possible for him to become so self-centered as to forget that the well-being of his fellows and even of his competitors is to his advantage. Prosperity in China, Japan, India, and other countries of the Orient and the world operates favorably, directly and indirectly, upon business in the Philippines and, by the same token, depression in neighboring and other countries reacts unfavorably here.

We are emerging from the chrysalis stage of "splendid isolation". We are looking out on a world we once thought wide and are realizing that there are no far-off countries now. Whatever affects one concerns all. Seven years ago, when a foreign prince and his wife were murdered, how little that meant to us; how much it means now. By that tragedy, our living conditions became difficult; our social, economic and political structures were threatened; our business life was disorganized and has not yet recovered; our peaceful country became an armed camp, and of the two millions of our "boys" who went to France, many are broken for life and many have joined our silent hosts

In the development of our international trade, shall we be content to follow the trails our competitors have blazed, discovering nothing new, adding nothing worth while, and discarding nothing as unworthy? With our energy, enthusiasm and initiative, typically American, shall we be less painstaking and determined than the German; less patient and dependable than the British less politic and persistent than the Japanese? Or shall we not set a new pace, establish a new record for our competitors to meet if they can? We have done that in many other spheres of activity and usefulness: why not in this?

1 cannot better express my closing thought than by quoting a few lines from James Russel Lowell:

#### AMERICAN CHAMBER OF COM-MERCE MEETING SCHEDULE

#### August 9th:

Meeting of the active membership with the Board of Directors.

#### August 16th:

Meeting of the Board of Directors.

#### August 23rd:

Meeting of the Board of Directors.

#### August 30th:

Meeting of the Board of Directors.

#### September 6th:

Meeting of the Board of Directors.

#### September 13th:

Meeting of the active and associate membership with Board of Directors.

#### JULY LUNCHEON MEETINGS

The July luncheon meetings of the American Chamber of Commerce of the Philippine Islands proved very successful. A record crowd turned out to hear General Wood speak July 2nd. The enthusiasm at this meeting made it very evident that General Wood is a very popular choice for the Governor Generalship of the Philippine Islands.

On July 13th, the Japanese Consul General, S. Kurusu, gave a very interesting and straightforward discussion of the problems confronting Japan and the United States. The "Dean of American Foreign Trade in the Orient," Captain Robert Dollar, was the guest of the Chamber on July 19th, and he left a most inspiring message with the members of the Chamber who were fortunate enough to hear him. On July 22nd, George Bronson Rea, Editor of the Far Eastern Review of Shanghai, gave us a very interesting talk. Francisco Varona, Editor of El Debate, spoke before the Chamber on July 27th, having for his subject the Philippine labor situation in the Hawaiian Islands.

On August 3rd, George Logan, the new manager of the Philippine District Office of the United States Bureau of Foreign and Domestic Commerce, gave an interesting speech which is in part printed in this issue.

#### CLASSIFIED ADVERTISING **PAGE**

Starting in with the September number of this Journal a classified advertising page will be started. Charges for this classified advertising will be \$\mathbb{P}20.00\$ for six months contract. For further information call H. Edmund Bullis, Business Manager, Tel. 2600, 627 Rizal Avenue, Manila, Philippine Islands.

#### INCORPORATIONS REGISTERED **DURING MONTH OF JUNE, 1921.** IN WHICH AMERICANS WERE INTERESTED.

(Furnished by the Bureau of Commerce and Industry)

#### DOMESTIC AMERICAN PHARMACY,

#### INCORPORATED,

Manila, P. I.

GENERAL WHOLESALE AND RETAIL DRUGS Capital Stock. . . . . . . . . . . ₱200,000.00 Capital Stock, (paid up)..... 100,090.00

#### Incorporators:

Henry W. Elser, J. F. Kerney, J. L. Headington, J. K. Pickering, José J. de Guzman.

#### KING AND COMPANY,

#### INCORPORATED,

Pulupandan, Negros Occidental, P. I.

#### AGRICULTURAL PROJECTS

Capital Stock..... **P** 50,000.00 Capital Stock (paid up) . . . . .

#### Incorporators:

F. M. King, W. J. King, C. M. Bowen, Tomas D. Magaya, Samuel Crane.

#### KURUAN MINING COMPANY,

Zamboanga, Zamboanga, P. I.

MINERAL ACTIVITIES AND OTHER INDUS-TRIES PROFITABLE TO MINING INTER-

Capital Stock...... P40,000.00 Capital Stock, (paid up)..... 10,000.00

Thomas Leonard, Jules Dreytus, Pelagio Miguel, Francisco Barrios, Pedro Araneta.

#### ILOILO SUBURBAN TRANSPORTATION COMPANY,

Iloilo, Iloilo, P. I.

Operation and maintenance of systems of transportation by motor driven vehicles over the public highways on the Islands of Panay, P. I., carrying both passengers and freight.

Capital Stock, (paid up)..... 20,000,00

#### Incorporators:

C. S. Salmon, I. B. Dexter, R. O. F. Mann. W. E. Franks, H. V. Bamberger.

#### MANILA CHAPTER OF THE AMERICAN INSTITUTE OF BANKING, Manila, P. I.

Establishment and maintenance of a recognized standard of education in banking matters.

Capital Stock...... None

Douglas Duncan, E. O. Kaufman, M. N. Allorde, B. Zafra, G. Martinez.

The busy world shoves angrily aside

The man who stands with arms akimbo set intil occasion tells him what to do;

And he who waits to have his path marked out Shall die and leave his errand unfulfilled.

## The American Chamber of Commerce Journal

OFFICIAL ORGAN OF



COMMITEE ON PUBLICATION OF JOURNAL

C. W. ROSENSTOCK, Chairman
H. EDMUND BULLIS, Editor and Business
Manager

EDITORIAL OFFICES
Yangco Rosenstock Bldg., 627 Rizal Ave
P. O. Box 2172 Telephone 2600

#### EDITORIALS

We would suggest that the new territory be called "The Territory of Malaya".

"Pioneers on the long road to civilization" is a trite remark and aptly describes our condition

When the money made possible by Congressional enactment is received by the Philippine Government and it is distributed as per demand to sugar, hemp and other growers, how much will be left for the rehabilitation of the Currency.

#### OUR COVER PAGE

The members of the American Chamber of Commerce collectively and individually hope that Major General Leonard Wood may see fit to accept the post of Governor-General of the Philippine Islands which, according to press dispatches, is to be offered him. We are frank to admit that the Islands are in critical state financially and politically and it will take a master hand to guide them out of their difficulties. General Wood is the master hand needed. By his remarkable ability he has earned the enviable reputation of making a success of whatever he undertakes. We hope he will accept the Governor-Generalship and undertake to put the Philippines on a sound basis.

#### THE EDUCATION OF AMERICAN CHILDREN

One of the most important questions before the American public in the Philippine Islands is that of education. In the past, many Americans who have been well started in business have left here because

there were no suitable facilities for the education of their children.

Three separate educational propositions have been placed before the Directors of this Chamber for action. One deals with the American private school, one with the Central school, and one with the Baguio school. A committee on education has been appointed, consisting of Edwin E. Elser, Chairman, C. W. Rosenstock, and Bishop Mosher, to devise some plan of consolidation whereby the education of American children can go on without conflict of interest, and which the community can support to the limit of effort.

It seems that the Government should willingly set aside the Central school for the exclusive use of the American community for the primary education of children and that the community could then strongly support the Baguio school for the higher education; fitting children for University work at home. The American community should not be forced to maintain a school of its own.

The contribution in taxes is enough, if set aside, to more than carry on the necessary educational work. The consolidation of these educational ideas and the formulation of a community plan seems to be the pressing need of the moment in educational matters. We would suggest that when the plan is developed and stated by the committee that the matter be not allowed to rest but that it be proceeded with to a successful termination. First find out what we want and then get it.

The Board of Directors requests every member of the Chamber, as well as others interested in this problem, to write out his or her opinion in this matter and forward it to the Board through the Secretary. Provincial members are as much interested in this matter as are Manila members.

#### NEW INTERISLAND STEAMERS NEEDED

The institution of an interisland line of new, properly equipped steamers, ranging in size from 500 to 1000 tons deadweight capacity, by some American shipping firms now represented in the deep sea trade would be a Godsend to the provinces. Travel on some of the boats now allowed to run in the interisland trade and you will understand one detriment to progress. They are nothing but "Seagoing Pigstyes".

#### SHIP YOUR GOODS ON AMERICAN SHIPS

In comparing the customs statistics of June, 1921, with those of June, 1920, it is noticed that the ships of only one nation showed an increase in the value of the goods carried. The value of goods carried on Dutch ships jumped from \$\mathbb{P}\$98,000 in June, 1920, to \$\mathbb{P}\$2,750,000 in June, 1921.

The shipping receipts of the vessels of every other nation showed a decided slump. Unfortunately, however, the greatest drop was experienced by American bottoms; the

total value of whose cargoes, during June, 1921, was approximately sixteen millions of pesos, as against the forty millions worth they carried during the same month last year. British vessels moved over eighty per cent of the value of their June, 1920, tonnage during June, 1921.

A large portion of the shipments received and sent in the Philippines is controlled by Americans. It is the duty of these Americans to use American bottoms wherever possible, prices being equal. If it is impossible at the present time to get favorable prices from the Shipping Board boats, this fact should be made public, and public opinion will be brought to bear upon American shipping lines.

If, during the next year, we are not able to build up the business for the Shipping Board boats, we might as well give up hope for the American Merchant Marine, as well as for foreign trade supremacy.

#### BETTER COOPERATION NEEDED

The new Sales Promotion and Publicity Committee appointed by Governor-General Yeater has a hard job ahead of it. This committee has a great field to cover and can be of tremendous help in building up the trade of the Philippines if it functions successfully. In order for it to function successfully it will have to obtain the cooperation of those leaders in the many different lines of activity in the Philippine Islands.

For some unknown reason it has always been very difficult to obtain cooperative effort in the Islands. This can be proven by the facts that the Philippine Islands have not a fixed status today and that it took twenty years for the Americans over here to cooperate and organize the American Chamber of Commerce.

To make the work of the Sales Promotion and Publicity Committee successful it will be necessary for not only the American leaders to cooperate with each other but also with the leaders of other nationalities and races.

We are having hard times now and to insure better times in the future let us hope that a new spirit of cooperative effort will be fostered to aid the Sales Promotion and Publicity Committee in their important work.

#### NEW COMMITTEE APPOINTED

Julian A. Wolfson has been appointed chairman of a committee for the purpose of originating entertainments to be given under the auspices of the Chamber, the proceeds from which are to be used for the purpose of helping Americans in the Islands who are without work or means of support.

#### CHAMBER MEMBERSHIP LISTS

As a supplement to this issue of the Journal an up to date membership list of the American Chamber of Commerce of the Philippine Islands is published. Any corrections in this list should be immediately reported to H. I. Mozingo, Secretary, American Chamber of Commerce, Manila, Philippine Islands.

#### The Philippines and the U.S. Income Tax

By JUDGE D. R. WILLIAMS,

Representative of the American Chamber of Commerce of the Philippine Islands in the United States

I was Mr. Dooley who said that most Americans did not know whether the Philippines were islands or a breakfast food. This possibly explains why a Democratic Congress and a Democratic President perpetrated on the Islands as bizarre a piece of legislation as the books record. By solemn Act they decreed that in our own territory and under our own flag American citizens should be hunted out and assessed the full United States rates upon their purely local income, while Filipinos, Britishers, Germans, Japanese, Chinese, and trade rivals of every race and color, were exempted therefrom and permitted to go their way unmolested.

The thing sounds a bit incredible, I know, for it means chucking national traditions, riding rough-shod over constitutional inhibitions, and playing havoc with every consideration of public policy—and yet, it is a situation actually created and existing under the Revenue Act of 1918.

One of the prize passages of our Constitution is-"That no law shall be passed or enforced which denies to any person the equal protection of the laws." Class legislation (of which inequality of taxes is a flagrant instance) ranks a close second to penal offenses in our category of things indefensible. In its charter of government for the Philippines, Congress specifically provided that—"The rule of taxation in such islands shall be uniform," and forbade the passage of any law "which would deny to any person therein the equal protection of the laws." Mirth lurks close on the heels of tragedy, therefore, when we contemplate this same august body doing the very thing it has itself prohibited; that is, blithely hurdling every principle of uniformity, and imposing a greater tax burden upon our own nationals than is laid upon their foreign competitors engaged in identical business. In justice let it be said, however, that this hash of principles was doubtless fortuitous. What transpired is this:

The Philippines being self-supporting, with all expenses of administration defrayed from Insular revenues, it has never been the policy to divert to the United States treasury any taxes derived from purely Philippine sources. Quite logically, therefore, the provisions of the 1918 Revenue Act were not extended to the Islands, the Philippine Legislature being authorized to enact its own revenue laws based upon local requirements. This it has done, its normal income tax rate being 3%, with a maximum surtax of 20%, as against an 8% normal rate, with a maximum surtax of 65%, in the States.

Observe now how the African emerges. By the 1918 Revenue Act Congress undertook to track our nationals throughout the ports and trade centers of the world, and

collect upon their wholly foreign income the exorbitant rates provided for resident Americans. It did this despite the fact that competing nations, old at the game, levy no tax upon their nationals abroad for the benefit of the home government. By what sleight of hand our foreign traders, handicapped in this fashion, are expected to win against competitors trained to the minute, and carrying no weight, is a State secret. That, however, is another story. What concerns us here is the disconcerting fact that this "extraterritorial" tax reaches around and seizes Americans in our own dependency; the Philippines, to the exclusion of all other nationalities. As "residents of the Philippine Islands" they are on an equality with their competitors, that is, all pay the local tax. As "citizens of the United States," however, their equality ceases, and they become subject to this additional and altogether impossible burden.

Such then is the tortuous channel through which our Government finds itself diverting Philippine revenues to the home treasury, and at the same time discriminating against and penalizing our own countrymen in favor of wholly foreign interests. It is a rare evolution in political economy, particularly when it is remembered that Americans in the Philippines enjoy no benefits and receive no protection from our sovereignty not shared equally by Filipinos and resident aliens. There is an old saying that-"Tyranny begins where burdens are imposed without reference to benefits received." Applied to this Philippine situation, with its palpable inequality of burdens, it is obvious that a cog has slipped somewhere in our much lauded governmental machinery.

Possibly if we translate the rank injustice of the happening into terms of home consumption, the reaction will come with more of a jar. For instance:

The District of Columbia and the Philippine Islands are both territories of the United States, and as such come under the direct control and authority of Congress. Suppose then that Congress, in levying taxes for the District of Columbia, should provide that all Americans residing and doing business in the District must pay a normal tax of 8% with a maximum surtax of 65% upon their income, whereas all foreigners doing business in the District in competition with them would be required to pay a normal tax of but 3%, with a maximum surtax of 20%, upon their income. Are we guilty of lèse majesté in intimating that should such a thing be attempted our worthy legislators would be pilloried by the press of the country as an aggregation of imbeciles, and a howl would arise from the populace beside which the

ravings of a Paris mob would be but a whisper? And yet, when you verify the facts, this is exactly what is being done to Americans in the Philippines through this quirk in the 1918 Revenue Act. The two cases are on "all fours," and no sophistry can distinguish between them.

If this discrimination against American business in the Philippines is continued and enforced, it will inevitably forfeit the hard won gains already accomplished, will eliminate American trade in favor of foreigners, will strike a serious blow to our commerce and prestige throughout the Far East, and will render illusory all hope of creating at Manila a strategic base for Oriental trade expansion. A beautiful start, is it not, for our ambitious "foreign trade program," and for giving employment to our three billion dollar merchant marine?

This is no alarmist picture to be dismissed as mere special pleading. Take the actual figures and then say whether we exaggerate. What have we? Upon a Philippine income of \$100,000.00 Filipinos and resident foreigners pay a tax of \$6,925.00, while Americans are required to come through with \$31,190,00. Upon an income of \$600,000.00 the local tax is \$77,735.00 and the United States tax is \$375,190.00, a difference against the American of \$297,455.00. Differing only in amount this ratio of gross inequality persists whatever the income. Nationals of foreign countries residing in the Philippines pay no taxes to their home government upon income derived from Philippine sources, thus enabling them to undersell and overbid Americans at every stage of the game. Payment of these excessive United States rates is only possible where the burden bears equally upon all persons engaged in the same business or calling. This is prima facie, and should require no diagram to convince of the fact.

The indictment does not end here, however. In their novel tax flight our solons overlooked another primary law of economics, which is, that the incidence of a tax when applied within the United States may prove altogether different from that of the same tax when applied beyond our borders. In the one case it is uniformly taken up in the selling price of products, whereas in the other such recoupment may be impossible. Americans in the Philippines cannot add this extra tax to the selling price of their products. They must meet the prices of their competitors, who pay no such tax and are free to market their wares accordingly. This additional burden upon the American must be met entirely from profits. This cannot be done, as profits equivalent to this exorbitant tax are impossible in modern competitive business. This also is prima facie.

Unless relief is furnished, therefore, it simply means that these pioneer Americans, who have done their level utmost to upbuild American business and uphold American prestige in our distant possessions, will be sacrificed, and this through no fault of their own. It is to be borne in mind and emphasized that they do not object to being taxed per se, but they do protest against being made the goat of this unsavory class legislation which destroys their business and runs counter to every principle of our institutions. They have played the game, and they ask nothing of Congress except that it give them a square deal and refrain from stacking the cards in favor of their opponents. That they are still able to hold their own is due simply to the fact that no machinery has yet been provided for collecting this United States tax in the Islands, and partial payments only have been made. If the law stands, however, it must and eventually will be enforced, and this from 1918 onward. Given the accumulation of taxes, the exorbitant rates, and the fact that no part of the amount has been or can be recouped from sales, a present enforcement of the law spells bankruptcy to at least ninety per cent of our resident traders and the forced withdrawal of American interests from the Islands.

Occasions may arise where the few must be sacrificed to the many, but this wiping out of American business in the Philippines can only react disastrously upon American commerce and industry as a whole. Surely our most ardent "revenue chasers" would hardly contend that the comparatively insignificant returns derived from this source (pending delivery of the business into the hands of foreigners) would justify this bankrupting of our own citizens and the forfeiture of our trade with the Islands. What this latter means may be gathered from the fact that since American occupation the import and export business of the Islands has increased from \$34,934,000 to \$300,567,000, and the participation of the United States therein from \$5,388,000 to \$197,569,000. This substantial increment—which but faintly measures future possibilities-is due largely to the efforts of resident Americans, who have fought their way against intrenched foreign interests to a commanding position in such trade. Plans are also formulating to make Manila a great commercial and strategic center for America's developing interests in the Pacific, thus affording a "home port" from which and through which American products and American shipping can come into their own in the world's greatest potential market.

Does this mean anything to the United States in its strivings to develop an overseas market for our surplus products? Has it any bearing upon the billions of dollars spent and now spending in the creation of a merchant marine and other foreign trade agencies? If so—and there can be no question about it—then this elimination of the very persons upon whom the life of such trade depends is monumental folly, as suicidal as it is short-sighted.

In its effence this tax levy upon our nationals in the Philippines for the benefit of the home government differs in no respect from certain taxes imposed by Great Britain upon the American Colonies in 1769 or thereabouts, which gave rise to the American Revolution and the birth of our nation. In fact the British "stamp taxes" were less obnoxious, being applied impartially to all residents of the Colonies, whereas this tax in our dependency, imposed by and for the benefit of the home government, applies exclusively to Americans. Had the prerevolutionary stamp taxes been imposed upon British subjects only, it is conceivable that the remarks indulged by Samuel Adams, Patrick Henry, et als., could not have been printed in our school readers for the inspiration of American youth.

Every tradition of our people, therefore, no less than the inhibitions of our Constitution and every consideration of business expediency, require that this unequal burden imposed upon our nationals in the Philippines be removed, and that they be relieved from any taxes which may have accumulated against them under this 1918 Revenue Act.

Among the many virtues with which we endow ourselves as a people is our love for fair play, whatever the stakes. Well, here is a chance to make good the boast through relieving our citizens in the Philippines of this outlaw tax wished upon them. The alternative to such relief is the sacrifice of our self-interest and self-respect, not to mention a direct reflection upon our sanity.

#### THE PURPOSE OF THE PHILIP-PINE SUGAR CENTRALS AGENCY

"August 1, 1921.

Mr. H. EDMUND BULLIS, American Chamber of Commerce, Manila, P. I.

DEAR SIR:

The following is a short memorandum in regard to the object of the Philippine Sugar Centrals Agency, as requested by you.

Early in 1918 the Philippine National Bank was approached in regard to financing the erection of sugar centrals and arrangements were then made with the Isabela Sugar Company at Isabela, Occidental Negros, whereby funds were advanced for the purchase and erection of a central, with its transportation system. The planters are stockholders in the central and they mortgaged their lands, as well as the central, as security to the Bank for the loans. These loans represent the greater part of the money invested. This Isabela project was the first of six similar projects which were undertaken and now we have factories at Isabela, Ma-ao, Bacolod, Talisay, San Fernando and Binalbagan in operation.

During the 2½ years the construction of these factories was in progress, private enterprises were building factories at Florida Blanca, La Carlota, Bais and Silay. This caused such a demand for skilled and un-

skille. I labor, and material that prices went abnormally high; the costs of the projects, financed by the bank, far exceeded the estimates, and at the commencement of the 1921 grinding season, the transportation systems were not completed. In some cases the plants were not quite completed. No money had been provided or was available to finish the work. All of the purchases were made and the work done at peak prices and the only hope of making a commercial success of the various enterprises is to run all of them to full capacity.

Owing to the incomplete condition of the transportation systems, sufficient cane could not be brought to the mills and as this was essential, the bank decided to make further loans and put the plants in good condition to safe-guard the loans already made. The bank formed the Philippine Sugar Centrals Agency to supervise the expenditure of these loans. The skilled staff of the agency consists of engineer, supervising chemist, supervising accountant, civil engineer and purchasing agent. The duties of the agency are to give technical assistance to the factories by compiling comparative reports so that the results obtained in manufacture may be improved and the costs of operation reduced to a minimum.

The staff of the agency has to pass on all capital expenditures for new construction work. The purchasing for the centrals and marketing of their produce is to be handled by the agency.

Yours very truly,

PHILIPPINE SUGAR CENTRALS AGENCY.

D. M. SEMPLE,

Acting Manager."

#### THE VISIT OF THE SAN FRAN-CISCO CHAMBER

THE San Francisco Chamber of Commerce Delegation, according to the present schedule, will be in Manila from October 9th to October 16th.

It is expected that there will be about 175 in the party. Among those influential leaders from San Francisco, a few who have announced their intention of coming are John A. Britton, vice-president and general manager of the Pacific Gas and Electric Company; Atholl McBean, former president of the San Francisco Chamber of Commerce; G. Marshall Dill, chairman of the foreign trade committee of the Chamber and partner in the import firm of Dill, Coppage, Inc.; Byron Mauzy, former supervisor of the city of San Francisco and head of a big musical house; Robert Newton Lynch, vice-president and manager of the San Francisco Chamber of Commerce; Charles C. Moore, formerly president of the same organization and of the Panama Pacific International Exposition Company, and head of the engineering firm of Charles C. Moore & Co.; C. E. Hume, director of the Chamber and official in the fish canning and packing firm of F. E. Booth Company; and Willard O. Wayman and McClure Kelly, leaders in the insurance business of San Francisco.

## Will Oil be Found in the Philippines?

By H. EDMUND BULLIS

WITH the tremendous increase in the world consumption of oil, the finding of petroleum in the Philippines is of tremendous importance. The experts from the Bureau of Science have for many years been investigating the possibilities of petroleum in the Philippines, and have located petroleum-bearing shales and oil seepages in several provinces, notably in the Bondoc Peninsula, Tayabas Province, Luzon, Leyte, and in Mindanao.

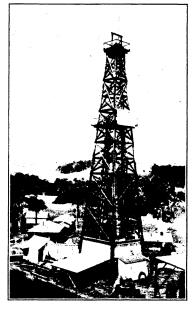
The first real attempt to obtain oil in the Philippines was in 1896, when an English company started drilling on the Smith-Bell estate near Toledo, Cebu. This Company had obtained the services of an experienced Pennsylvania oil driller and when their well was down about twelve hundred feet, they were surprised by insurrectos and forced to abandon their work.

Because of the enormous expense and the uncertainty of oil drilling operations, no real attempts have been made since that time until last year, when the Richmond Petroleum Company, a subsidiary of the Standard Oil Company of California, actually started operations on the Bondoc Peninsula.

This company has been working for about eighteen months, preparing the way for the drilling work on the Bondoc Peninsula. At the present time this company has leased approximately 36,000 hectares in this locality and during the past year the Government has been pushing the Cadastral Survey in order to establish beyond doubt the ownership of the land which the Richmond Petroleum Company has leased. Due to the present uncertainty of ownership of a part of the land in this tract, it has been necessary in many instances to make contracts with different claimants to the property until the results of the survey have been made known and claims passed upon before the Cadastral Court.

Drilling for oil in the Philippines is certainly not a poor man's game, since it costs from two to three times as much to drill here as it does in California, The Richmond Petroleum Company has brought over approximately \$200,000,00 worth of equipment and has twenty-four Americans actively engaged in the drilling operations. One thousand tons of machinery and supplies were landed upon the beach near the drilling site from the United States Shipping Board vessel "West Cahoot" in three and a half days, by lighters of the Atlantic, Gulf and Pacific Company, By means of a Holt tractor with two trailers, this material was transported to the camp, which is now adequately equipped with electric lights, an ice plant and a wireless station.

This company's first attempt at drilling was on a lease in the vicinity of the Amuguis



The First Oil Well of The Richmond Petroleum Co.

River, three to three and half miles north of the southern extremity of Bondoc Peninsula. The first drilling site is located on the south end of a low, broad dome or doubly plunging anticline. There are no natural indications of oil such as seepages or asphalt within this anticlinal area, but at Bacau, two miles north of the northern end, there is an excellent showing of very light oil near the Canguinsa River. The shale, when placed in water, yields a very thin sheet of oil which spreads very rapidly. There are several test wells at Banco, four miles northeast of the drilling site. A poor showing of oil shale occurs at Sili, about four miles northwest of the drilling site.

The drilling of the first well was with a rotary outfit for deep well drilling, and a seventeen inch hole was carried to a depth of 1,065 feet. At three hundred fifty feet, in a fine grained sandstone, a fair showing of oil and gas was encountered. The thin, light oil spread over the mud, which came from the bottom of the hole as a return fluid from the rotating fish tail of rotary. A better showing was reported at five hundred fifty feet, and this stratum has continued to yield combustible gas bubbling through the thick mud. While these indications are encouraging, they do not demonstrate an economic source.

At the depth mentioned above (1,065 feet), the hole caved in and it was necessary to put in 12½ inch casings. The operation was then continued to a depth of 1,323 feet, when caving troubles became so serious that drilling of the first well had to be stopped about the middle of May.

A new site has been selected about two miles from the first drilling site and a new attempt is being made. While this failure of the first well to produce is discouraging, it is only one of the trials connected with oil well drilling. The new well will be cased as it is drilled, which process, of course, will take much longer than the rotary drill process, but will prevent the caving in which occurred in the first well.

The Vigo group, the strata in which oil seeps frequently occur, is widespread throughout the Philippine Islands, and in many places, such as Mindanao, Cebu, and Leyte, its shales are petroleum bearing. One and a half miles east of the barrio of Baliti, on the northwest coast of the island of Leyte, there is an indication that in times past there existed an economic source of petroleum. This exposure is in a fault block, and asphalt prospectors have developed in its north end a very excellent surface for study. This stratum is from fifty to seventy-five feet in thickness, and from visible outcrops appears to be about six hundred feet in width and six hundred feet in length. How much greater in extent it may be is unknown.

The rock composing this outcrop is a mixture of porous ash and pumice, which was laid down in the quiet waters of the Vigo Sea. Numerous small animals have also contributed their limestone skeletal material to this rock. Later, this portion of the sea bottom was lifted, folded, and its pores were thoroughly impregnated with petroleum. Still later, faulting took place and the petroleum reservoir was cracked, while lighter portions of the petroleum evaporated, leaving in the twenty-five per cent voids of the rock a thick, tarry, bituminous residue.

If the Richmond Petroleum Company succeeds in drilling into loose sandstone or tuff similar to this Leyte occurrence, it is quite possible that an economic deposit will be developed in the south end of the Bondoc Peninsula.

If oil is found in commercial quantities, it cannot be determined at the present time whether or not refineries would be built on the field, or elsewhere in the Islands, or whether the crude oil would be sent to other parts of the world for refining. At the present time, the only refineries in the Orient are the Dutch Shell Refineries in Borneo and Sumatra. If gas should be found in sufficient quantities with the oil, it might pay to build

a refinery right in the field and the various by-products could be shipped from the refinery to the places of distribution. On the other hand, if little gas is found, and if the quantity of oil obtainable warrants, pipe lines could undoubtedly be built to the ocean, where oil tanks could be erected as storage stations while waiting for the crude oil to be loaded on ships.

The importation of petroleum products into the Philippines is becoming a more important factor every year. The table published below gives some idea of the rapid growth of the use of petroleum products in the Islands.

This table does not include the large amount of petroleum products used in the Navy. It can be seen from these figures that if we could produce enough petroleum products in the Philippine Islands to satisfy our needs only, it would be an economic saving of nearly twenty millions of pesos per year. If extensive oil fields were found, we might have enough petroleum products to export to other places in the Orient.

The Richmond Petroleum Company is taking a great risk in this hazardous venture to prospect a practically virgin field for petroleum, and it is the hope of the American Chamber of Commerce that it will succeed in its undertaking.

Importation of Petroleum Products into the Philippine Islands (Bureau of Customs)

	1920	1919	1918	1917
Crude Oil	<b>P</b> 2,010,224	<b>T</b> 352,439	<b>P</b> 138,407	<b>7</b> 55,759
Naphthas, including all lighter products of distillation.	7,666,168	4,795,364	1,106,229	1,672,755
Illuminating Oils	7,715,706	6,677,590	2,426,920	2,673,335
Lubricating Oils	1,248,260	1,251,405	796,718	538,615
Totals	<b>P</b> 18,640,358	P13,076,798	<b>P</b> 4,468,274	P 4,940,464

#### CHAMBER NOTES

Notwithstanding the general opinion that indigo production, once a flourishing industry in the Philippines, is no longer possible owing to the lack of use of the dye, it is interesting to learn that the Director of Statistics of the Indian Government reports 238,400 acres of indigo under cultivation and estimates an output of 4,040,000 pounds.

The Cordage Trade Journal in a recent issue called attention to the fact that the Manila fiber industry in the Philippines grew in about 100 years—the first exportation being in 1814.—from nothing to a production of 1,375,908 bales in one year (1912) under the system of private grading, and that the fiber had to compete with a multitude of fibers grown in many parts of the world.

The newspapers carry the news that President Harding has authorized the Shipping Board and the Emergency Fleet Corporation to charge off \$2,600,000,000.00 of the cost of ships placing this amount as a part of War Expense. This reduces the value of the ships to a point upon which profits can be made. The ships, as suggested by Captain Morton in his talk before the Chamber recently, should now be sold to individual Americans or American firms or corporations on the agreement that the ships would not be disposed of to foreign buyers. On the basis of the new capitalization ships can be bought and profits made provided, however, that the present system of excessive management is reduced to a practical operating basis. It seems that a new opportunity for politicians to obtain jobs opened up with the Shipping Board, the Emergency Fleet Corporation, and the Bureau of Foreign Commerce, and foreign trade and shipping effort

is being hampered by this sort of overhead. What we need is the consolidation and not the distribution of effort represented by the present situation in management. We need competent Americans schooled in the management of ships, the obtaining of business for the ships, the survey of ships. We need competent American business men doing business in the ports at which our ships call, handling import and export business; we need competent insurance agencies to cover the goods; we need competent bankers to finance the goods in transit and last but not least here in the Philippines we need competent Americans willing to cast their lot in the provinces and obtain produce from first hands assisting in the development of the tropical products the people of the United States want.

An item of interest to the sugar growers of the Philippines is found in the statement by the Bureau of Crop Estimates, Department of Agriculture, of the United States, that the beet sugar production of the United States for the year 1920 was 2,219,200,000 pounds. This, put into piculs, gives 16,866,909 or 1,109,600 short tons. This exceeds the former record crop of 1915 by 27%.

William W. Crocker, of the Crocker National Bank of San Francisco, recently made a trip through Mexico. On his return he said: "Mexico is a fundamentally sound business enterprise which has gone on the rocks through mismanagement and misfortune. The country needs a capable Manager and Auditor."

Business in the Philippines is closely related to the movement of hemp out of the country. The first six months of the year ending June 30, 1921, shows a very decided

falling off in production and a decided increase in stocks on hand compared to production. The production for first six months of the years past is as follows:

Year	Production	Stocks	Per Cent
1915	481.232	196.897	40%
1916	599,741	173,098	296%
1917	638,245	260,511	40%
1918	680,002	259,418	38%
1919	543,869	538,762	99%
1920	603,778	336,342	55%
1921	343,736	365,440	55% 106%

The production of the first six months of 1921 is 28% less than the production of 1915, is 42% less than 1916, is 46% less than 1917, is 49% less than 1918, is 36% less than 1919, is 43% less than 1920.

While production has declined 43% when compared with 1920, stocks on hand have increased from 55% of the production in 1910 to 106% of the production in the first six months of 1921.

In other words consumption is not keeping pace with production and until the world's buying power increases and demand is thus created Manila fiber must stagnate and continue to increasingly stagnate unless production is reduced. Producers took heavy profits while the law of supply and demand was acting in their favor and now they must take heavy losses while the law of supply and demand is acting against them. Governmental assistance, if given, will simply advance the time when losses will have to be taken. No governmental act at this stage of small demand and large supplies can really help, it can simply postpone the date of writing off the losses. The remedy is entirely in the hands of the planters in reducing production to a point where demand will commence to absorb the stocks already on the market and until that time comes the production of hemp simply adds to the stagnation and declining prices.

When planters so regulate the production of Manila fiber that stocks on the market are from 15% to 20% of the annual production, business in fiber and all other lines depending upon it will be good, and until the stocks are in that proportion business will be bad.

Germany showed a very spectacular gain in her trade with the Philippine Islands during the month of June, as it amounted to almost \$\mathbb{P}900,000.00\$, about eighteen times the amount of her trade in June, 1920, and approximately the same as the trade she did in June, 1913. The other foreign country which made noticeable gains was the Netherlands, whose trade jumped to over a half-million as compared with her trade of \$\mathbb{P}45,000\$ in the same month last year.

The trade of the United States in the Philippines was cut just in half, as compared with that of June, 1920. Japanese trade stayed about the same and the trade of the United Kingdom dropped to about a third of what it was in June of last year. The countries which showed an increase in trade over last year were Germany, the Netherlands, Siam, Switzerland, Belgium, French East Indies and China.

# MISSING PAGE(S)

# CUSTOMS ANALYSIS FOR JUNE, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

FOREIGN COMMERCE OF THE LIMITINE INCHINE	in Philippine Currency
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1	of June, 1
MENCE	he Month
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FOREIG	Values of Principal Exports for the Month of June, 1913, 1920, and 1921, in Philippine Curren

				C TOTAL A	1012	1020	1021
ARTICLE	1913	1920	1921	AKIICLE	6161	0761	1777
Copra	P1,416,164	122 547	₱1,386,381	Ilang-ilang	₽ 11,700	₹ 34,924	₱ 6,600 30.824
Copra meal	6,826	133,347	111,579	Sesame seed	1,900	1,200	1,659
Cloth, cotton, etc.	110	20,02	807	Shells, all kinds	68,892	16,397	13,479
Embroideries	22,726	1,147,989	965,890	Sugar:		10 200 038	7 570 846
Fish and fish products	7,954	21,099	73,012	Centrilugal	1.083.086	22.527.930	810,582
Furniture	3.860	1.946	6,602	Tobacco:			
Gums and resins:		ì	•	Cigars	456,274	2,555,065	410,447
Copal	13,538	63,793	20,240	Cigarettes	4,134	36,285	6,514
Elemi	2,354	13,458	2,500	Leaf tobacco	131,448	2,500,343	483,393
Gutta-percha	16,642	13,348	000	All other tobacco	7,140	137,414	32,407
Rubber, crude		10,000		Soap	130,30	1,039	107 699
Hats	50,700	112,036	20,439	All other domestic exports	80,904	01,045	107,000
Hemp, knotted	75,062		18,310	l			707 077 074
Hemp, all grades	3,637,722	9,258,450	2,426,8/1	TOTAL DOMESTIC EXPORTS	₱7,722,478	<b>F</b> 52,327,954	F18,100,000
Maguey, all grades	251,038	209,340	6,102	mare .			
Sisal, all grades	1 024	1 206	3 217	United States products	₱ 24,652	P 547,675	₹ 259,681
Hides and skins	1,934	1,290	3,211	Other countries' products	57,278	23,024	8,528
Lumber, all kinds	139,300	10,826	523,244 4 750	Total foreign exports	81,930	570,699	268,209
Malt liquors	1,200	070,01	4,130	I			
Coconut	230,000	2,614,933	3,062,974	TOTAL EXPORTS	₱7,804,408	<b>P</b> 52,898,653	₱18,428,815
	Values of Total	Trade by Countrie	s for the Month of	Values of Total Trade by Countries for the Month of June, 1913, 1920, and 1921, in Philippine Currency	rency		
COUNTRY	1913	1920	1921	COUNTRY	1913	1920	1921
Tritical Contest	₱6 222 598	P55 272 626	₱27.658.665	France	₱1.295.028	₱ 627,023	₹ 390,086
United States	93 466	380.556	56,298	Belgium	95.296	24,485	79,679
Guam	2016	120	2,704	Indies	323,678	330,937	349,382
Tanan	1,204,320	2,518,297	2,470,354	Switzerland	160,836	103,466	230,177
United Kingdom	3,344,928	4,900,631	1,559,980	Siam	131,106	314,474	350,236
China	516,414	1,885,959	2,661,490	Netherlands	164,796	45,320	505,782
Spain	734,164	2,662,251	615,978	Germany	894,950	48,507	866,700
Hongkong	669,946	1,764,256	709,515	Italy	96,616	78,837	33,654
British East Indies	321,096	1,108,162	384,784	Japanese China	28,546	3,805	16,044
Dutch East Indies	79,142	638,959	299,615	Other countries	149,094	33,345	42,933
Australasia	813,834	850,355	3/2,134		200 000 000	B72 613 617	M20 661 617
Canada	33,452	21,246	5,427	TOTAL	F17,373,300	F/3,013,01/	F39,001,017

# CUSTOMS ANALYSIS FOR JUNE, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

ue of Principal Imports for the Month of June, 1913, 1920, and 1921, in Philippine Curren

	Value of Pri	ncipal Imports fo	r the Month of Jus	Value of Principal Imports for the Month of June, 1913, 1920, and 1921, in Philippine Currency	псу			
ARTICLE	1913	1920	1921	ARTICLE	1913	1920	-	1921
Agricultural implements, and parts	P 5.232	₱ 168,037	₱ 35,502	Leather, and manufactures of:				
Carabao			69,823	Shoes, leather soles	P 44,858	₱ 115,720	20	32,06
Other cattle	39,686	23,052	150,529	Shoes, rubber soles			30	4,65
Other animals	1,452	1,296	1,528	All other	59,724	68,7	48	35,01.
Books and other printed matter	281,996	869,29	249,738	Matches	11,318	97,1	38	35,98
Brass, and manufactures of	45,102	90,273	65,001	Meat products	587,932	126,4	92	388,17
Wheat flour	248,274	567,730	358,951	Dairy products	215,376	650,2	61	289,44
Other breadstuffs.	125,720	166,745	209,126	Musical instruments, and parts of	28,118	11,147	47	49,350
Automobiles, parts of, tires for	208,290	568,045	535,635	Crude oil	270	629,3	28	31,75
Other cars, carriages, etc., and parts	84,526	298,224	738,471	Naphthas, including all lighter products				
Cement	185,814	249,175	173,854	of distillation	34	295,3	31	1,404,28
Chemicals, drugs, dyes and medicine	167,278	+45,951	255,601	Illuminating oil	20	645,399	66	1,332,25
Clocks and watches, and parts of	21,626	64,185	102,069	Lubricating oil	30,598	120,8	95	440,95
Coal	255,128	435,955	911,315	Other oils	69,536	204,8	22	81,67
	47,560	210,343	113,897	Paints and pigments	39,412	122,7	94	53,26
Coffee	29,688	135,736	45,003	Paper, and manufactures of	169,928	377,3	25	458,140
Copper, and manufactures of	66,742	22,055	32,468	Pencils	11,798	3,2	90	21,43
Cotton cloths	1,348,240	3,414,891	1,683,216	Perfumery and all other toilet prepar-				
Cotton, and manufactures of, except				ations	43,916	109,3	88	204,810
cloths	800,322	1,415,274	1,182,475	Photograph equipment and supplies	18,274	23,1	7.5	20,80
Diamonds and other precious stones,				Plated ware, gold and silver	38,910	13,8	=	37,33
unset	48,110	531,626	34,205	Rice	444,104	486,7	53	473,98
Earthen, stone and china ware	39,800	75,256	100,022	Silks, and manufactures of	139,524	323,5	06	426,40
Eggs	71,644	183,705	148,404	Soap	79,016	74,1	26	85,590
Explosives	62,228	43,270	761,846	Spirits, wines, and liquors	85,404	106,3	90	152,58
Fibers, vegetable, and manufactures	82,782	469,089	305,669	Starch	7,012	43,5	89	40,44
Fish and fish products	234,324	741,644	153,380	Sugar and molasses	63,162	345,4	25	15,65
Fruits and nuts	49,908	157,427	107,311	Ţea	11,990	5,45	32	53,410
Copra	1	39,600		Leaf tobacco	7,560	36,1	22	68,08
Glass and glass ware	49,430	135,106	150,721	All other tobacco	93,052	144,6	13	216,15
Gold, platinum and silver, manufactures				Toys	6,118	19,7	28	17,75
of	15,134	44,409	78,414	Vegetables	136,560	248,4	× ;	187,078
Hats and caps, and parts of	34,432	56,289	41,372	Wax	20,056	× .	30	47,05
India rubber, manufactures of	44,426	68,500	101,791	Wood, and manufactures of	293,812	5,151	9 %	1/6,97
Electrical instruments and apparatus	248,112	179,544	396,125	Wool, and manufactures of	40,004	7,001	ę;	55,87
Iron and steel, and manufactures of	1,386,144	2,754,205	4,325,827	Sporting goods	202 754	10,994	**	10,55
Lamps, and parts of	11 868	55,197 46,898	13,412	All other articles	£01,0%	000,1		040,00
bead, and manuactures of	000411	0000	10,01	TOTAL	₱9,568,898	₱20,714,96		P21,232,80

Tonnage movements in the foreign trade, of vessels of direct clearances	at ports of entry, during the Month of June, 1921	0 1921
1920,		1921
nth of June, 1913,		1920
y of Vessels for the Mo	1 Philippine Currency	1913
Values of Total Trade by Nationalit.	and 1921, in	SHIPS, FLAG

SHIPS' FLAG	1913	1920	1921			1921	1	
Philippine	₱ 391,846	₽ 77,665	₱ 276,764	Ports of Entry	En	Entered		Cleared
AmericanBritish.	1,152,358	39,614,735 16.501.676	15,683,557		Vessels	Vessels Net Tonnage	Vessels	Net Tonnage
Dutch	2 816 800	800,86	2,750,543	Manila	62	191.627	85	167.142
Topping	1,010,092	12 7.42 070	4 070 820	lloilo	, x	25,760	×	23,064
Normogica	1,410,014	12,170,010	167 671	Cebu	9	12,070	6	35,053
Duesian		30.820	110,101	[olo]	2	1,171	2	1,171
Spanish	1 421 580	2 674 031	615 751	Zamboanga	7	3,106	-	4,260
All other Flags.	145,032	1,844,604	1,478,484	Balabac	-	46	-	46
TOTAL	₱17,373,306	<b>P</b> 73,613,617	P39,661,617	TOTAL	8	233,780	79	230,736



Courtesy Bureau of Public Works

THE BUNOT LAKE San Pablo, Laguna Province

Within motoring distance of Manila are a surprisingly large number of beautiful lakes that have probably escaped the notice of the majority of tourists to the Philippines. Lake Bunot is one of a host of small mirror-like bodies of water in Laguna Province, the center of the coconuty

country.

Laguna de Bay, in Laguna Province, and Lake Lanao in Lanao Province, are the two best known and largest bodies of water in the Philippines.

Laguna de Bay, in Laguna Province, and Lake Lanao in Lanao Province, are the two best known and largest bodies of water in the Philippines.

Among the other interesting and beautiful lakes in the Islands are Lakes Mainit and Lagusan, in Mindanao; Lake Naujan, in Mindoro; Lakes Taal and Bon-Bon, in Batangas; and Lake Bito, in Leyte.

Taal and Bon-Bon, in Batangas; and Lake Bito, in Leyte.

It is rather strange that none of these lakes are used, to any great extent, as vacation resorts. There being no pretentious hotel on the shores It is rather strange that none of these lakes are used, to any of these lakes, comparatively few visitors make it a point to see them.

of any of these lakes, comparatively few visitors make it a point to see them.

It is much to be hoped that the Insulai Government will soon take up this matter of encouraging and enlightening tourists who travel to the It is much to be hoped that the Insulai Government will soon take up this matter of encouraging and enlightening tourists who travel to the Philippines, as we really have many places of historic and scenic interest which would be worth the while of tourists to visit.

#### WHY NOT A TOURIST BUREAU IN THE PHILIPPINES?

For a number of years, there have been efficient tourist bureaus in Japan, Java, New South Wales and the Hawaiian Islands. At the present time, an effort is being made in Hongkong to organize a tourist bureau to attract visitors there. In the past, there has been a tendency on the part of visitors to stay in Hongkong only long enough to visit Canton.

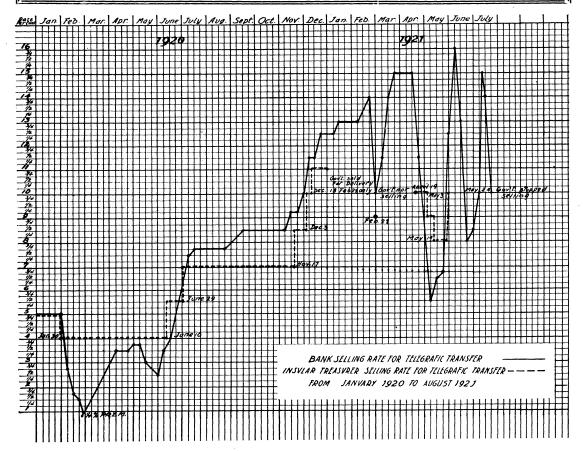
The Hongkong Tourist Bureau is planning for a Municipal Band, Promenade Garden, better theatres and motion picture houses, municipal golf links, facilities for refreshments at seaside spots and various other amusements to make a stay in Hongkong entertaining. Plans are being made also for the Colony to officially advertise Hongkong as an ideal health resort.

The Tourist Bureaus already organized in the countries mentioned above have attracted thousands of visitors to their countries, and it is high time that some similar steps were taken in the Philippine Islands. There is no part of the Orient which has better possibilities for attracting tourists than these Islands. Before this can be done, however, hotels and other accommodations for tourists must be arranged for, and more interest must be taken in providing entertainment for visitors. Then, with the help of tourist publicity, financed by the Government or by public subscription, it will be possible to make the Philippine Islands one of the centers of tourist travel in the Orient.

#### JUNE EXPORTS

Sugar led in the exportations during last June, approximately \$\mathbb{P}8,400,000.00 worth having been exported. This, however, was only about twenty-five per cent of the amount exported in June, 1920. Over three million pesos worth of Coconut Oil was exported, about twelve per cent more than was exported in June, 1920. Next came Hemp valued at only two and a half millions of pesos, about twenty-six per cent of the amount exported in June, 1920. Copra followed, approximately \$\mathbb{P}1,400,000.00 worth having been exported. Fifth in importance was Embroideries, approximately one million pesos worth having been exported.

# Review of Conditions in the Philippine Islands for the Month of July, 1921



The above graphic chart shows the various fluctuations of exchange rates of Philippine currency from January, 1920, to date. It is interesting to note that in the latter part of February, 1920, there was only one-fourth of one per cent premium. The greatest fluctuation in any two months occurred from the middle of April, this year, when T. T. rates dropped from 15% to 5-1/2% in the first part of May, and up to 16% the first part of June.

#### REVIEW OF THE EXCHANGE MARKET

By Stanley Williams,
Manager,
International Bunking Corporation

GENERAL business has continued very dull and the exchange market during July has offered no special features. It has simply followed along the lines already well worn by the fluctuations during earlier months of this year. With the trade of the Islands so greatly limited by world conditions as at present and no steadying influence with the Government unable to sell, it is not surprising that the market should be subject to wide fluctuations quite uncommon in normal times.

The month opened with demand drafts on New York offered at 8% premium and telegraphic transfers at 9%. A fairly steady demand from merchants in the face of a scarcity of export business gradually pushed rates up until they reached 14% and 15% about the middle of the month.

At this level, as in former similar instances, exporters came strongly into the market and although the demand was fairly well maintained, rates gradually dropped away to 8% for demand and 9% for telegraphic transfer. This report closes on the 27th instant with the market at that level.

As indicated above, the Government has not been a factor in the market during the period, having not been in a position to sell exchange since June 24th.

The action of the United States Congress in granting permission for the increase of the

Government's authorized bonded indebtedness and signing of the bill by President Harding on the 22nd instant has had little real effect on the market although popular opinion has appeared to favor the idea that Government action would tend to reduce rates to lower levels.

#### SHIPPING REVIEW

By A. G. HENDERSON, General Manager for the Far East, Frank Waterhouse and Company

ARGO offerings both to Europe and to U. S. Atlantic ports have been more active during July than for some time past. On the former berth, offerings were actually in excess of space, and on the latter

# MISSING PAGE(S)

berth, no difficulty was experienced in filling all tonnage available. The Pacific Coast berth showed no signs of improvement over the previous month, either outward or homeward, while to make matters worse, more tonnage, in the form of high class passenger and cargo steamers of large capacity, are being constantly added.

Effective August 3rd, the overland rate on hemp to points East of Chicago will be reduced to 85c per 100 pounds, thus putting the Eastern rate on a par with that now in effect to Chicago and points West. The reduction operates to make a through rate of \$3.33 per bale to practically all of the United States, and while this is slightly higher than the all-water rate to New York and Boston. it is cheaper to all other points, and it is hoped that it will speedily restore to the Pacific Coast the trade driven to the Atlantic on the inception of the high overland rates. It is also expected that proportionate reductions will shortly be made on other commodities listed in the Export and Import tariffs.

Passenger traffic Westbound is showing a considerable falling off, and, while homeward bookings are still brisk, reservations for future sailings are easing up. Although cargo rates have fallen to about pre-war figures, passenger rates have been fully maintained, but it is thought that the end of the year will witness some reduction.

#### NOTES

The new Shipping Board, appointed to office the end of June, is made up of the following members:-A. D. Lasker, chairman, to hold office for six years; T. V. O'Conner of Buffalo, to hold office five years; G. E. Chamberlain of Oregon, four years; E. C. Plummer of Bath, Me., three years; F. I. Thompson of Mobile, two years; M. Lishner of Los Angeles, one year; Admiral Benson, one year, Mr. Lasker is an advertising man, Mr. O'Conner is president of the Longshoremen's Union. Mr. Chamberlain a former U. S. Senator, Mr. Plummer is attorney for the Atlantic Carriers Assn., a group of schooner owners, Mr. Thompson is a publicist, Mr. Lishner is a politician, and Admiral Benson, the former Chairman of the Board.

The Shipping Board have issued a statement showing 735 of its vessels laid up on June 30th. Of these 300 were under 3000 tons d.w., 68 were of 5/7000 tons d.w., 196 of 7/9000 tons d.w. and 129 over 9000 d.w. 39 are tankers, two, refrigerator steamers and one, a cattle ship. The average cost of maintenance was \$757.36 per month, varying from \$1481 at Philadelphia, to \$310 at Norfolk, where the greatest number of ships are laid up.

Figures are to hand showing the number of immigrants who may be admitted to the United States for the fiscal year beginning July 1st under the Dillingham Percentage

Immigration Law. Only one twelfth of these numbers may be admitted any one month. The figures are:-United Kingdom. 77,206; Germany, 68,039; Sweden, 19,956; Norway, 12,116; Denmark, 5,644; Netherlands, 3,602; Belgium, 1,557; Luxemburg, 92; France, 5,692; Switzerland, 3,745; Danzig, 285; Finland, 3,890; Africa, 120; Portugal, 2,269; Spain, 663; Italy, 42,021; Russia, 34,247; Austria, 7,444; Hungary, 5,635; Rumania, 7,414; Bulgaria, 301; Greece, 3,286; Czecho-Slovakia, 14,269; Jugo-Slavia, 6,405; Albania, 287; Fiume, 71; Poland, with Western Galicia, 25.800; Eastern Galicia, 5,781; Australia, 271; New Zealand, 50. These figures represent three per cent of the various nationalities now in the United States as shown by the 1920

#### REVIEW OF THE HEMP MARKET

By H. Forst, Secretary and Assistant Treasurer, Macleod and Company, Inc.

W E have to again report a month of depressed markets in the Hemp Trade. Things have steadily been going from bad to worse and conditions as they exist today are about as hopeless as they ever were in the history of the Hemp business. The American market has simply collapsed and prices ruling there are just about 3c per pound lower than they were during June. The London market, which throughout the month has ruled quiet, shows a decline of roughly £3 per ton. The drop in prices is perhaps best illustrated by the table below:

#### VALUES-IULY 25TH 1921 1920 Grade F: Price Landed N. Y..... 20¼c Price per Picul, Manila. . 714.00 ₹47.00 Price Landed N. Y..... 161/c Price per Picul, Manila. P12.00 **237.00** Grade I U.K.: Price c.i.f. London..... £37-£64-**P**10.00 Price per Picul, Manila.. P27.00 Price c.i.f. London . . . . £33-10 £55-Price per Picul, Manila. . 7 8.00

At writing, stocks in Manila and Cebu amount to 367,000 bales. The bulk of this Hemp has been in store for a year or more and has cost the holders very dearly. At a reasonable estimate, we should say that the stocks since a year ago have depreciated in value about \$\mathbb{P}25,000,000.

There are very few things confronting this country at the present time of a more serious nature than the Hemp situation. The losses on stocks have been made and must be faced. The question arises, what is to be done to safeguard the future? In our opinion, there is only one thing that should be done, and that is curtail or entirely stop the production of Hemp until such time as existing stocks are reduced. There may be reasons, of course, why this is not feasible; but we venture our opinion believing that it is at least worth considering.

Below we give our usual statistics showing receipts, stocks, and shipments to all parts of the world:

	1921	1920
	Bales	Bales
Total Receipts to July 25th	417,398*	683,174
Stocks Manila & Cebu, July 25th.	366,903†	336,514

\*Decrease 265,776 bales †Increase 30,389 bales

#### SHIPMENTS TO JULY 25, 1921

	1921	1920
	Bales	Bales
To U. S	161,608	316,004
To U. K	86,061	289,120
To Continent	20,482	17,719
Elsewhere & Local Con	113,934	94,044
TOTAL	382,085*	716,887

\*Decrease 334,802

Beginning September 1st the Government has ruled that grades J and below will be abolished. The law was apparently created and passed with a view of protecting existing excessive stocks of U. K. grades. We, ourselves, fail to see how this can possibly result. It is a well known fact-and no secret-that from 40% to 50% of the Hemp lying in warehouses here and in Cebu is of such a quality as to make it entirely unfit for either roping purposes or for the manufacture of binder twine. This fiber, which has deteriorated in strength and color owing to long storage, can be used for paper making. All those so unfortunate as to be interested in this rotten Hemp should make up their minds to face their losses and relieve the present very unhealthy situation.

Among exporters the opinion prevails that the Government did not act wisely in doing away with lower grades. They are wanted by English ropemakers who have used them for years past. If they cannot get a cheap Manila fiber there is a possibility that they will look elsewhere for their supply of raw material. These Islands have enjoyed a monopoly denied every other country in the world; but we must not deceive ourselves and come to the conclusion that the world cannot get on without Manila Hemp.

Sisal in the New York market is nominally quoted at 61/4c.

The price of rope was recently reduced from  $12\frac{1}{2}c$  per pound to 11c per pound.

Freight rates on Hemp from Cebu to the Pacific Coast have been lowered from \$1.50 per bale to \$1.00 per bale, which is the same rate as from Manila. The market is quiet with plenty of tonnage available.

#### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

In analyzing the condition of the tobacco industry it will be seen from the following statement that, as compared with the first half of 1920, the average monthly local consumption of cigars has been 25% less during the first half of 1921.

STATEMENT OF CIGARS CONSUMED LOCALLY

	1920	1921 Per cent
January	9,180,774	7,131,658 -22%
February	8,998,390	5,858,104 -35%
March	10,722,613	6,553,421 -38%
April	8,317,501	5,653,919 -32%
May	8,173,865	5,202,390 -36%
June	8,142,865	7,459,204 - 8%

This decrease in the domestic consumption is of course due to the consumers' lessened purchasing capacity. "The great destruction of wealth during the world war" has been worked to death. The probable cause of today's stringency is our failure to conserve our wealth during the past few years of prosperity. Local business is improving—June sales show an increase of 43% over the previous month.

While the average decrease in the consumption of cigarettes during the months from January to May is 16.5%, this in reality does not all represent decreased demand, as during the months of March and April the decrease (which can only be calculated from the output of the factories) is accounted for partially by the labor disputes which restricted the output during those months. The month of June, 1921, shows an increase of 9.4% over the consumption during June, 1920, the first ray of sunshine this year.

#### STATEMENT OF CIGARETTES CONSUMED

	LOCALLI	
	1920	1921 Per cent
January	435,504,650	402.932,525 - 7.4
February	416,140,025	384,984,125 - 7.5
March	498,758,925	356,741,575 -28,4
April	402,056,000	260,279,725 -35.2
May	432,886,350	415,060,325 - 4.1
June	429,353,600	470,151,100 + 9.4
•		

On the other hand, Customs Statistics conclusively prove that the Filipinos are forsaking the native made cigarettes for the more expensive cigarettes of foreign manufacture.

#### COMPARATIVE STATEMENT OF IMPORTED

#### CIGARETTES Number of Increase Cigarettes Value 1916.. 13.871.390 P 148,623.00 1917.. 32,796,723 253.602.00 137% 59,150,200 1918... 460,246.00 80% 71,919,152 1919... 654,793.00 22% 1920.. 128,747,849 Jan.-June 1921... 130,146,481 1,299,716.00 202%

From the above it will be seen that the consumption of imported cigarettes has nearly doubled each year since 1916. During the first half of the present year, imports have already exceeded the imports for 1920. Assuming that the imports during the last half of the present year equal the imports during the first six months, the increase will be 202% over 1920.

The average decrease in cigar export shipments made during the first half of 1921, as compared with the first half of 1920, is 76%, as shown by the following:

COMPARATIVE STATEMENT OF CIGARS FOR

	Export		
	1920	1921 Per cent	
fanuary	32,747,196	8,511,743 74%	
February	26,496,829	9,245,963 65%	
March	40,540,796	6,622,560 83%	
April	33,340,450	5,176,825 81%	
May	34,981,007	9,987,135 69%	
June	37,098,004	5,752,831 84%	

While these figures are alarming, it is gratifying to know that the bottom has been reached. That the millions of cigars in the United States which were thrown back on the manufacturers during the early part of this year are gradually being absorbed is conclusively proven by the fact that importers are again making inquiry, and that some orders are being placed.

Local manufacturers are in part responsible for the existence of that damaged stock by their failure to exact irrevocable letters of credit covering the orders accepted, or to satisfy themselves in regard to the responsibility of the importers from whom they accepted business. American importers in turn are also partially responsible, because the majority of them not only placed orders far in excess of their requirements, but were guided entirely by the question of price in placing their orders-brand names and factory labels meaning practically nothing. During the year 1920 importers placed orders in millions of cigars-the number of millions being governed entirely by the degree of modesty displayed by the manufacturers in estimating their output. On a whole, however, although the tobacco industry has received a tremendous set back, the lessons taught will in the end react to the benefit of all legitimate operators, both here and in America.

That the present demand in America is for Class "A" cigars is clearly shown by analyzing the shipments made during June.



# **BUY DONS**

#### BY THE BOX

The economy of buying DON CIGARS by the box is only incidental to the convenience and pleasure of having these fragrant Manila cigars always on hand.

All DON CIGARS are made of selected Philippine tobacco and are wrapped in perfect Sumatra leaves.

Made and guaranteed by
El Pacifico Cigar Factory
of the

PACIFIC COMMERCIAL Co.

MANILA, P. I.

"N"—19,952,081 54% 4,737,456 82% Other classes . 14% Other classes . 14% Other classes . 100%

From the above it will be noted that whereas Class "A" cigars shipped during June, 1920, were 54% of the total, during June, 1921, they were 82%.

The manufacturer of the most popular and best known brand of Manila cigars on the Pacific Coast has recently been notified by the Importers who held their agency for America, that they will not stock the line in the future.

These Importers by reason of a system of chain stores are in the most ideal position to introduce and market any brand which meets with their approval, and have during the past few years created a large demand for the Manila brand they were selling. Now that they are in a position to supply the demand of their chain stores from their own factories, they have naturally discontinued the importation of Manila cigars. The Manila manufacturer is now placed in the position of seeking another selling organization to cover the same territory covered by the American Importers who formerly distributed his brand. In this instance, it will be a much easier proposition for the Importer to substitute his brands for the brands which he formerly imported, than it will for the local manufacturer to find another outlet for his products.

With trade conditions as they are today, a perfected selling organization is much more essential than it has been at any time during the past six years, when any ingenious individual, possessed of enough capital to rent a vacant house in Malabon and enough credit to secure the necessary labels and a limited quantity of tobacco, could establish a cigar factory and find an immediate sale for his entire output.

The manufacturers in question specialize on high grade products and their cigars merit the sale they have had during the past few years on the Pacific Coast. In spite of their merit, it is a question whether the brand will survive the blow which the loss of the selling organization will give.

The Bureau of Commerce and Industry is experiencing considerable difficulty in publishing quotations on raw tobacco that meet with the approval of the various elements interested in the trade. Naturally, the information they publish must be secured from sources outside of the Bureau, and as practically no trading is being done in leaf tobacco, the prices furnished them are subjected to criticism by buyers or sellers, contingent upon which of these furnish the quotations.

COPRA AND ITS PRODUCTS

By C. G. Arnold

President of Willits and Patterson, Ltd.

HERE has been practically nothing doing in the American oil and copra markets during the month.

Sales of oil were made at 71/4 cif. Pacific Coast and at 71/8 fob. tank cars—a decline

of 1/sc per pound. Sales were recorded at 75% cif. New York and at 8 cents, the market later receding to 71/sc cents where it stood at the end of the month.

The copra market in U. S. has registered no change whatever, although there is a steady demand at 4 cents Pacific Coast and 41% cents Atlantic.

Europe continues to evince no interest in oil. Such interest as her financial situation permits her to display is directed to copra. She wants the raw material to feed her own mills. Marseilles opened the month at 1200 francs and has gradually worked up to 1450 francs. London has been very active in transactions for Continental ports. A fair volume of business has been closed at prices ranging from £28 to £33 per ton.

The advance in the price of copra in Europe, however, has been much more apparent than real, due to the decline in the New York London cross rate and the resultant rise in the Sterling rate on London in Manila. This was very much aggravated by the marked decline in the rate for bills on America. Another important factor, which militates against a large volume of business being done with Europe is inability to secure tonnage.

The exchange and shipping situation control the foreign trade of the Philippines. The present favorite indoor sport of the Banker and the shipowner is playing battledore and shuttlecock with the manufacturer and exporter. The buyer with real money these days is a difficult individual to discover. Ultimately, however, some one has to replenish his stock, and the oil miller gets a firm offer in hand. The exchange rate being more or less favorable, he inquires for tonnage and discovers that it doesn't exist. After a couple of weeks and numerous extensions of his offer tonnage becomes available. In the meantime the formerly respectable pound sterling is found to have sunk to the level of P7.25 or thereabouts, and there is nothing doing. If the exporter is a real gambler, he fixes his exchange and accepts the offer of his European buyer. He then to his sorrow learns that, notwithstanding the perfervid lamentations of the solons of Great Britain and the U.S. Shipping Board over the thousands of ships that are rusting in the various ports of the world, there is no tonnage available to carry the products of the Philippine Islands to the European market. The firm offer is stuck sorrowfully but firmly on a spike and the miller resumes the task of separating the sand and water from the copra he has bought from the honest producer.

But there is still one ray of light in the situation. The Banks are quoting 12% for sight bills on U. S. Sales are made there and tonnage contracted. The bills are offered only to discover that overnight the Bankers have developed an enormous bump of caution. The Government may throw that ten million dollars derived from bond sales on the market at 5% and may break it to par.

Eventually the bills are absorbed at somewhere around six or seven per cent.

This market has been swept clean of its stocks of copra cake to meet the demand which has sprung up in Northern Europe. Several thousand tons will be moved as tonnage becomes available. It is rather difficult to understand the lack of interest displayed by the Shipping Board in this situation. Apparently, it prefers to move goods from non-American Oriental ports to Europe instead of first serving American business from the Philippines. Not only does it permit the transportation of this bulk cargo to pass into the hands of its competitors, but it assists the competitor of the American business man in the Philippines in his efforts to retain control of Philippine-European exports.

Due to the exchange and tonnage situation the European market has had very little effect on the local price of copra which has remained steady at P10 per picul for bodega copra, with spasmodic buying of some small lots at P10.20 to P10.50. Arrivals are steadily increasing in volume. Few mills are operating and the bulk of arrivals are for export. The American Miller still occupies the enviable position of being able to take our raw material and fill his tanks with oil at a cost which we cannot meet.

The American manufacturer may find himself later on in the position of having pushed the copra and oil market down to a point which will permit Europe to take the bulk of the present cheap copra crop and rob him of the market for his finished product which he expects to develop with the recovery of the New York-London cross rate.

#### LUMBER REVIEW

By ARTHUR F. FISCHER, Director of Forestry

■HE output of all big sawmills in the Islands is practically the same as that of last year, except that there is a big decrease in the demand and price of lumber from foreign countries as well as locally. The amount of lumber shipped by twenty lumber companies from January to June. 1921, is forty-two million board feet (42,000-000) as compared with thirty-nine million board feet (39,000,000) for the same period from January to June, 1920. The output during the month of June shows only a small decrease as compared with that of May, that is, the mill production of the twenty sawmills for the month of June is seven million board feet. Due to present slump of lumber demand and the lower price existing in the Philippines, coupled with the large stock on hand, some lumber companies have planned to obtain an outlet in other countries, especially China and Hongkong.

The prices of lumber as shown in the records of sale of the lumber companies and dealers in Manila, have been reduced as low as 55%.

#### SUGAR REVIEW

By GEO. H. FAIRCHILD. President, Welch, Fairchild & Co., Inc.

The exports of Centrifugal and Muscovado sugars from the Philippine Islands since 1913, when Centrifugals were first produced, are as follows:

	Centrifugals Tons	Muscovados Tons	Total Tons
1913	10,000	147.411	157.411
1914	25,000	207,192	232.192
1915	34,500	174,044	208.544
1916		292,373	329.873
1917		144,467	204,467
1918		193,730	258,730
1919		107,012	144,457
1920	61,318	124,880	186,198

From 1913 to 1918 no separate records of the exports of Centrifugals and Muscovados were kept, and, accordingly, the production of Centrifugals for these years is based upon estimates and not actual shipments.

Now that the harvesting of the Philippine sugar crop for the 1920-1921 season is practically completed, it is estimated that the final out-turn will be as follows:

	Tons
Centrifugal s	172,000
Muscovados	116,500
TOTAL	288,500

Comparing this out-turn with the crop figures for the years from 1913 to 1920 as shown above, it will be noted that the total of the 1920-1921 crop is above the average for these years.

The stocks on hand in Iloilo at 31st of July are approximately as follows:

	Tons
Centrifugals	20,C00
Muscovados	45,000
TOTAL	65,000

In Manila there are approximately the following stocks:

	1 ons
Centrifugals	5,000
Muscovados	5,000
TOTAL	10,000

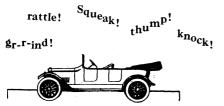
The interesting feature of these statistics is that only approximately 25% of last year's crop is still on hand, showing that the sugars are not being held in the hope that prices will rise above their present low level, but are being disposed of at current prices as opportunity offers.

During the past month sales have been made of 96° sugar in New York ranging from 4 cents to 4.60 cents a pound, and sales of muscovados have been made to Japan at prices ranging from P6 to P6.50 per picul, f. o. b. for No. 3, with a deduction of 50 centavos per picul per grade.

The improvement in price for Philippine sugars, which was expected to follow the passage of the Emergency Tariff Bill, has been disappointing, demonstrating the fact that not even an increase in the tariff rate will offset the effect of the well known factorssupply and demand.

Owing to the financial crisis, and the difficulty of obtaining off-season advances, upon which planters are accustomed to rely at this time of the year for carrying their crops to maturity and beginning the harvesting of their annual crops, predictions have been made that the crop for next year will be materially less than this, unless the necessary financial assistance is made available in the immediate future. It is still too early to make an estimate for the next crop, but the prospects are that it will not be in excess of the crop which has just been taken off.

In many quarters, the future of sugar is looked upon with as much undue pessimism as it was with too much optimism a year ago. While statistics may not be a dependable guide in view of the abnormal world conditions prevailing at present, they are, however, of interest as an approximate guide to the future. The sugar crops of the world in 1914-1915 were 18,460,105 tons, and for 1920-1921 crop the estimate, according to Willett & Gray, is 16,292,070 tons, showing a decrease of 2,168,035 tons. Had there been no war, and the normal annual increase in consumption taken place during the last six years, 20,000,000 tons of sugar would have been required this year to meet the world's consumption. Statisticians claim that the world's population today is no less than it was at the beginning of the war, and that children require and eat as much if not more sugar than adults eat. One of the main causes of the high prices of sugar







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a year ago was a prospective shortage of 4,000,000 tons of sugar, based upon the assumption that world conditions at this time would have improved to such an extent that the consumption of sugar would be approaching its normal figure.

A study of statistics demonstrates that while the consumption in the United States has maintained the annual increase, in other parts of the world, particularly in Europe, the consumption is one-third to one-half under normal. As it is well-known that sugar is an essential food, and at prevailing prices is cheaper than other foodstuffs, considering its nutritive value, and that to date no substitute has been found, lack of means to purchase is the main reason for the falling off in consumption, particularly in Europe.

During the war, Cuba increased her production of sugar by one-half, and as Europe, during the past year, has not been able to purchase the same quantity of the crop which she did in previous years, and as 800,000 tons of sugar during the boom came into the United States from all quarters of the world, it is estimated that there will be a surplus of 1,500,000 tons of sugar available to the American market by October 1st of this year, unless Europe is able to purchase her requirements. The effect of these large surplus stocks of sugar has been to depress the price below the cost of production in Cuba, Hawaii, and continental United States. Also, if their statistics are dependable, even Formosa cannot produce sugar profitably at ruling prices.

As 1,500,000 tons surplus of sugar is about 10% of what the world's consumption is likely to be this year, it is practically certain that considerable areas of land will not be planted to sugar this year. It is reported that the Cuban Government is already contemplating legislation providing for a reduction in Cuban sugar production. Those who are familiar with the ups and downs of sugar know that with an unfavorable growing season the world's annual production of sugar may decline in a year from 500,000 to 1,000,000 tons, and should the withdrawal of large areas of land from cultivation coincide with unfavorable weather conditions next year, it is conceivable that in place of a surplus we may have a large deficit, which would result in a revival of high prices.

Apart from the withdrawal of land from cultivation and unfavorable weather conditions, there are two other factors which are working for a higher and more stable price for sugar. The Cuban Government is in correspondence with other countries throughout the world which require sugar but which, for financial reasons, are unable to purchase their requirements, in the hope that some arrangement may be made whereby this year's surplus stocks may be sold to them upon terms which will be possible under present economic conditions. There is an alternative plan to withdraw 1,000,000 tons of sugar from the market and hold it until conditions are more favorable for selling. A precedent for this can be found in what took place in Brazil in 1906, when a "Convenium" was formed with the aid of the Brazilian government which valorized all Brazil coffee. As a result of this valorization, the State Government borrowed \$15,000,000 from European bankers and purchased 1,200,000 tons of coffee. This quantity of coffee was lying stagnant on the market and had depressed prices to a point where general bankruptcy was threatened in Brazil. The loan was subsequently repaid from a high export tax and the sale of 1,200,000 tons of coffee to the "Convenium." As a result of this purchase of coffee by the State Government, one-third of the crop was withdrawn from sale and the price of coffee in the world's market was restored, rising from 8 cents in 1907 to 13.9 cents in 1911.

We are familiar with the system of control which was established by the United States Sugar Commission during the war. It is quite evident that the sugar producers of Hawaii and the beet and cane sugar interests of continental United States will cooperate with the Cuban planters in devising a plan for stabilizing the price of sugar at a point where it will be sufficiently above the cost of production, and in keeping it at that level as long as world conditions remain as unstable as they are at present.

Anyone who has followed the sugar industry in Hawaii knows that during the last thirty years there were many years when the planters were producing sugar at a loss, but that did not deter them from taking chances in bad years, and in the long run, as is well known, they have been exceedingly successful.

As to the prospects of the sugar industry surmounting the crisis in the Philippine Islands, while there may be no justification at the present time for any substantial increase in area, our labor costs and the protection of the American market to the extent of 2 cents a pound over all foreign sugars, except Cuba which pays 1.60 cents a pound, give us more reason to be optimists than pessimists, for, with the financial assistance which the United States Government is about to make available for one of the fundamental industries of this country, and if this assistance is made available in a judicious manner, there is no necessity for decreasing the acreage now in cane. In fact, there is every reason to believe that within the next two or three years, whatever losses were incurred on this crop because of the necessity of selling at considerably below the cost of production owing to the crop having been planted and harvested at a time when labor and all materials were at their peak, will be more than made up.

The European beet sowings for the 1921-1922 crop are estimated at 1,125,400 hectares, against 997,332 hectares for the 1920-1921 crop. The sowings for Russia, Poland, and Ukrania are not included in this estimate, owing, it is presumed, to inability to obtain reliable estimates. The increase for this crop over last, excluding the areas constituting the former Russian Empire, amounts to only 12.83%, which is a very small increase, and

apparently indicates that European countries do not intend to bring back their sugar production to what it was in former years but intend to have a more general sowing of cereal and root crops so that their peoples may be more self-supporting than they have been in the past.

Conditions in Russia do not point towards an early recovery of the beet sugar industry there. Labor is unsettled, and the present régime is not such as would inspire confidence in supplying the large amounts of capital that would be necessary before the beet factories could be put into working order again.

The 1921 European beet crop may be in the neighborhood of 4,000,000 tons, against over 8,000,000 tons in 1913-1914. For the year ending 31st August, 1913, the consumption in the principal European countries, viz., United Kingdom, Germany, France, Austria-Hungary, Holland, and Belgium, amounted to 4,976,052 tons. It will be seen, therefore, that the demand for sugar in Europe has only to reach its approximate pre-war level before Europe will have to look to outside sources for large quantities of sugar to supply her requirements.

#### IMPORTING NOTES

THERE has been no noticeable change in the exporting and importing conditions of the Philippines during the past month. Our total trade for June was about twenty-five per cent in excess of that for May, but only fifty-four per cent of that for June, 1920. The imports exceeded those of May by forty per cent and those of June, 1920, by about three per cent, while the exports showed an increase of approximately twenty per cent over those of May, but they were only thirty-five per cent of the exports of June, 1920.

The fact that we are continuing to import large quantities of merchandise in spite of the fact that our exports have fallen off over sixty per cent during the past year naturally will have a tendency to make business conditions even worse than they are at the present time.

The principal item of importation for June, 1921, was Iron and Steel, and manufactures of, the amount running over four million pesos, followed by Petroleum Products, of which a little over three million pesos worth were imported. Cotton Cloths, and manufactures of, come next, with almost three million pesos worth imported, and Coal comes fourth, the importations on this product amounting to almost a million pesos.

Quite a large percentage of the importations during the past month has been consigned to the Bureau of Supply. There was also a large shipment of explosives for the United States Government, so that quite a few of the imports were not for importing houses.

There are still large stocks in the bonded warehouses, perhaps the largest item being that of piece goods.

#### RETAIL CONDITIONS

By C. M. COTTERMAN
Proprietor, The Walk Over Shoe Store

The retail business of Manila seems to have reached a condition where the least said, if truthful, the better. Merchants, who heretoiore have given us the most optimistic statements of their business, now supply the gloomiest of all the information obtained. But taking into consideration all of the exaggerations of the optimists as well as of the pessimists it appears that the retail business for July was fully 20% less than in June. Some merchants report a drop of as much as 50% in certain lines while others handling different lines claim to be within 10% of their business for June.

#### THE RICE OUTLOOK FOR JULY

By PERCY A. HILL, Bantug, Muñoz, Nueva Ecija.

THE outlook in July for the coming rice crop is not encouraging. Throughout the entire Central Luzon Plain—the main rice producing region—stagnation has reigned owing to failure of the seasonal rains, and even existing irrigation systems were inadequate as the feeder streams were at a low ebb.

In the Southern portion of the Plain, seed beds were the exception and not the rule, and the timely preparation of the fields had

come to a standstill from lack of moisture. In general the season has been delayed three weeks at least, and unless the weather changes for the better, a short crop will eventually be the result. Late crop planting produces not only a low yield but, if the seasonal rainfall is not well distributed, the quality suffers as well as the quantity.

In spite of resolutions presented by the Agricultural Congress and the Philippine Agricultural Chamber in reference to irrigation, little has been accomplished along that line, and future appropriations hold little hope for this necessary adjunct of successful rice culture. It is entirely possible, however, that part of the credit to be allowed the Philippines by Congress, in addition to the amount for stabilizing the Gold Standard Fund may be put into such constructive works as irrigation projects. These systems would represent a much more stable guarantee of the funds than if placed in any other single activity, meanwhile the rice producer suffers from lack of artificial water control for his fields.

The provincial palay markets have taken a slight upward price tendency, mainly for filling existing rice contracts, but unfortunately there is still entirely too much "spread" between producer and consumer, to the detriment of both. Ordinarily the price of rice clings close to the price of palay. One of the main things to keep the rice grower producing this crop is by increasing remuneration to him by eliminating waste, and the abnormal gains of the middlemen in marketing this staple.

In former years this "spread," or rather the distribution costs were approximately 14%, but at present it is much nearer 70%, which is entirely out of all proportion. This may be said to be due in part to the mani-

pulations of the rice importers acting in conjunction with overseas exporting interests, the lack of regulation, and failure of cooperation amongst the great body of producers.

The portion of the unabsorbed 1920-1921 crop is placed at 60%, so that any amount of this which may be a carry-over will be a welcome addition to supply, in case of a crop shortage, which is entirely possible unless the weather takes a turn for the better.

The imports for the month of May were almost \$\$P\$50,000\$, ranking next after iron and steel, and cotton products. Those of June not so large, but, taken in consideration with the imports since January in the face of actual supply, it means a solid financial loss to Philippine trade, when each peso spent overseas unnecessarily is so much reduction of our circulating medium, and as a consequence both Siamese and Saigon rice are still on sale in the Manila markets.

The Burmese rice market, which practically sets the world price for rice, is still overstocked. In pre-war days 47% was exported to Europe, and 42% to Asiatic countries, Germany being the chief importer, taking over 22%. These European markets are practically non-existent at present leaving a much larger balance for export to Asia. Direct trade with the West Indies developed considerably during the war, and at present they are firmly fixed in the South and Central American markets.

Present crop conditions in Indo-Asia are not as yet forthcoming, but it is expected that if nothing out of the ordinary happens, supply will more than equal demand in these countries, as export restrictions could only ensue as a result of ha eavy crop failure.



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#### REAL ESTATE REVIEW

By Phil. D. Carman, Vice-President and Sales Manager San Juan Heights

TIGHT money conditions affect Real Estate, but usually in less degree than other commercial transactions. Two well-known authorities in the U.S. bear out that statement:

"The most gratifying thing about the panic (of 1908) is the way real-estate stood the shock. Stocks of all kinds were cut more than in half, many bonds were in default, and no interest was paid. Real estate and mortgage investors lost no money."—Walter Stabler, in The Stability of Real Estate during Panics.

"No other business stood up under the trying conditions of 1907 and 1908 with better success than real-estate and building companies. For the investor, there is as small a probability of loss as there can be in any investment. There has been a steady advance in city and suburban real-estate values for the past twenty years."—Robert E. Dowling, in *Real Estate Corporations*.

This condition is doubtless due to the feeling of insecurity in many industrial investments and a natural turning toward the security offered in Real Estate.

Locally, a knowledge of the steady and healthful expansion of Manila during the past decade, with no indications of any future paralysis, doubtless leads many into this investment channel.

Where partial payments are permitted, a class of investor is attracted whose salary has not been greatly affected by the financial depression and whose outgo for the necessities of life are being gradually lessened.

"Snaps" become available here and there when owners are forced to realize quickly, and such bargains are finding purchasers among those who have the ready funds.

Sub-divisions in the City have made a fair showing, sales valued at \$P57,192\$ having been made during the past three months by two of the largest companies, one of which was sold out in May and the other having disposed last year of the bulk of its area and most desirable lots. Their sales are mostly on the installment basis with small monthly payments. Another company has disposed of over 50,000 square meters of its property since its sub-division was opened up about the first of the year.

#### CITY SALES

	No. of		
1921	Sales		Value
May	67	<b>₹</b> *	466,258.34
June	114		749,357.04
July (to 20th)	37		230,317.60

Total..... ₱1,445,932.98

#### SUBURBAN

Several new companies are entering this field. Those which have been operating for six months or over report very satisfactory sales, almost entirely on the monthly instalment plan. One of the newer companies shows sales of over 500,000 square meters during the worst of the depression.

Individual transactions are difficult to trace owing to the scattering of the available records amongst the Justices of the Peace and the disinclination of brokers to make public the results of their efforts.

#### PROVINCIAL

The 2,000,000 square meter Caridad Estate on the Cavite peninsula has recently been purchased by a Company which proposes to sub-divide and sell to the large number of tenants, the inhabitants of Cavite and San Roque as well as to the employees of the Naval Station being transferred from Olongapo.

While sales of real estate during the present depression doubtless require more intensive work, and prices, in some cases, must be somewhat reduced and fairly easy terms of payments arranged, there is no evidence available which indicates any real slump in the real estate market, nor any factors apparent which are likely to produce more serious conditions in the near future.

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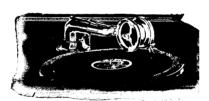
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#### AMERICANS IN THE PHILIPPINE ISLANDS



#### HENRY B. McCOY

Henry B. McCoy, the most widely known American in the Philippines, was born in Carlinville, Illinois, August 5, 1866, and was educated at Wesleyan University. He was Lieutenant-Colonel in command of the First Colorado Volunteers when they took Manila and had the honor of raising the first American Flag over this city. On August 13, 1898, he was made Colonel, which commission he held until September 13, 1899. On that date he accepted a commission as Major in the 44th United States Volunteers, which he held until July 1, 1901.

Colonel McCoy became Deputy Collector of Customs of the Philippine Islands in 1901, and retained that position until 1909, when he was made Collector of Customs. Upon the advent of the Harrison administration, Colonel McCoy left his position, which he had filled so creditably, and devoted his time to his private affairs. His chief business interest is the Colorado Mining Company, of which organization he is President and General Manager.

Colonel McCoy has been a member of the Republican National Committee since 1904, and is recognized as the Republican leader of the Philippines. Among the clubs with which he is affiliated are the University, the Army and Navy, the Rotary, and the Polo Clubs.

#### VICTOR C. HALL

Victor C. Hall, the Local Manager of the Robert Dollar Steamship Company, was born November 26, 1882, at Tuscola, Illinois. He received his college education at Northwestern University.

Mr. Hall came to the Orient in March, 1914, with the Robert Dollar people, and was then sent to Tientsin, China, where he acted as Assistant Manager for two and a half years. In December, 1916, he came to Manila as Local Manager, which rosition he has held ever since.

Mr. Hall has always taken a great deal of interest in civic and business enterprises here, and was President of the Manila Merchants' Association during the year 1919. Besides having an active interest in the American Chamber of Commerce, he is a Director of the Rotary Club of Manila, and is affiliated with the following clubs: Army and Navy Club, Elks Club, Polo Club, Manila Golf Club, Tiro al Blanco, the Shriners, Knights Templar, and is a thirty-second degree Mason.



#### W. G. AVERY

W. G. Avery, the present manager of the Asia Banking Corporation, was born in the late seventies, in England, where he commenced his banking career at the Capitals and Counties Bank in London, with which bank he remained ten years. In 1905, Mr. Avery went to Canada and had ten years of experience with the Canadian Bank of Commerce, getting a very thorough banking training in the many branches of this efficient institution. In 1915, he joined the Guaranty Trust Company of New York, and during the last six years has made most rapid strides with this tremendous institution, until at the present time he holds the important position of Assistant Manager, Foreign Department, Guaranty Trust Company of New York.

Mr. Avery came to the Far East in September, 1919, and acted in the capacity of General Manager, Asia Banking Corporation, in Shanghai, until September, 1920. Although he has been in the Philippines only about a year, he has made a large number of friends and has gained the enviable reputation of being an efficient and highly trained banker.

Mr. Avery is an American citizen and among the clubs to which he belongs are the Bankers' Club of America, American and Shanghai Clubs, of Shanghai, the Elks, the Polo Club, Caloocan Golf Club and the Manila Club\*of Manila.

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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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#### S. WILLIAMS

Manager, Manila

Temporary Office: Fourth Floor of the Masonic Temple

#### THE TERRITORY OF MALAYA

By CAPT. H. L. HEATH, President of the American Chamber of Commerce of the Philippine Islands

(The following article has been approved and authorized by the Board of Directors of the American Chamber of Commerce)

A BOUT one year ago, the American Chamber of Commerce passed its Territorial Resolution, but up to the present time, there has been no clear explanation as to what form of Territorial Government is best for the Philippines. As a matter of fact, each American who voted for this resolution probably had in his own mind a different conception of a form of Government for the Philippines.

The Board of Directors of the Chamber, realizing that some statement should be made as to what should be embodied in the preamble of the charter making the Philippine Islands the "Territory of Malaya," has asked the writer to draft some of the changes which he believes to be fundamentally necessary that territorial government may be successful. No one man can lay down a plan which would be perfect, and undoubtedly many of the readers of this article will disagree with some of the statements made. Nevertheless, a start must be made immediately to formulate the American idea of the kind of territorial government we must have for the Philippines.

The Americans residing in the Philippines want good government. They are accustomed to it at home and see no reason why it should not be good here. Those who have resided in the Philippines since the occupation in 1898 have not been satisfied with the government established. They feel that the government of the country should be much better than it is or has been at any time. The American dissatisfaction with the government is not because it is run largely by Filipinos, for they were dissatisfied with it when it was run largely by Americans. The Americans feel that the form of government erected here as "The Government of the United States in the Philippines" is not right and proper for the Filipino people and their environment; is not right and proper for the Americans resident here.

The responsibility for the present chaotic condition of affairs of government is divided. The moral responsibility for the condition

rests with the United States; the direct responsibility for the condition rests with the Filipino people.

The responsibility of the United States for conditions here commenced when President McKinley directed certain forms or altruistic procedure in the erection of government. He had a wrong concept of the character and capacity of the people and the relationship of the land mass to Oceanica and the other geographical divisions of the continent of Asia. He did not understand that the inhabitants of the Philippines consist of at least three distinct ethnological groups of people; did not understand that the largest similar group is divided into at least seven distinct tribes speaking seven distinct languages; did not understand that each of the tribes, through restricted communication within itself, has become more or less internally localized resulting in at least thirty distinct dialects, creating a situation in certain areas where communities separated by very few miles can not converse with each other; did not understand that more than three centuries of Latin rule had added nothing to the original character and capacity of the people to govern themselves; did not understand that the centuries had developed a control and caciquism over the common people largely exercised by the breeds of other blood.

With this foundation to build on the President made the first mistake when he directed the forms of altruistic procedure in the formation of government. These forms were religiously followed by the American officials sent out here and by their successors in office. Even Harrison, the latest incumbent of the office of Governor-General, established no new precedents, he followed the old; he simply exaggerated the ideas or the original policy, and moved faster along the road of final accomplishment of self-government for a completely unprepared people than had the Governors-General preceding him.

The present situation is but the logical conclusion of the first mistake. Every official

of the Philippine Government, appointed or elected, is as much an official of the Government of the United States as is the President of the United States. The moral responsibility for it all is with the United States and it cannot be avoided or denied.

The Filipino people are directly responsible for the present chaotic condition of government, for their leaders have governed. The best men the Latinized-Malay people have produced in all the centuries have either been in direct control of government for the past eight years, or their ideas of government and business control have prevailed and have been acted through the officials elected by the overwhelming majorities of the Nacionalista Party. The work of these officials in government has not been hampered by any sort of dictation, or suggestion of direction by the Governor-General, the representative of the sovereignty of the United States. These leaders have had a free hand to work out the destiny of the Latin-Malay people, and the world can see the result. The child was given power too fast; it lacked maturity; it had curiosity so it pulled the machinery apart to see why the wheels went around; it can't put the machinery together again. The foundation of the government is too weak to bear the load; the people lack the character and capacity to properly choose, to throw aside the bad and accept the good; racial, tribal, family, feudal and lingual ties are so strong and so differing and customs are so strongly imbedded that the situation is hopeless unless some disinterested and fair hand can take the guidance and initiate and institute the proper forms and teach the reasons of them. A universal language must be learned before a common thought is possible in this hodgepodge of people; before any sort of national character and capacity has a chance to predominate among the people and become a foundation upon which a self governing institution can be erected.

Present conditions are bad, can hardly be worse. The currency of the country is not supported by reserves, the reserves having been dissipated through loans to private individuals and corporations. The collections of taxes have tripled, yet the expenditures exceed the receipts. There is not a department of the government with sufficient funds to properly function and deliver service to the taxpayer. Justice is a travesty and a great country full of possibilities lies dormant under the heel of a political oligarchy, when the intent of the sovereignty was just the reverse.

The responsibility of the leaders of the Filipino people for the present condition of affairs of government cannot be evaded; for eight years these Filipino leaders have been in absolute control of the government; for eight years the ideas and the idealism of the greatest Filipino thinkers have formed a part of government; for eight years the greatest administrative ability of the Filipino people has been used in the administration of government; for eight years the greatest legal minds of the Filipino people have been creating laws and administering justice; for eight years every function of government from that of the Governor-General to the administration of the smallest barrio of the smallest municipality of the smallest island of the Archipelago has been completely in the hands of the Filipino people. The American Governor-General did not exercise the function of sovereignty, instead the Council of State, created by an executive order, consisting of the Filipino heads of departments, have had the mandate of the United States and has, unhampered, exercised the power of the United States.

For eight years the leaders of the Filipino people have done what they wanted to do and there can be no question as to the responsibility for the results obtained.

There is but one conclusion.

A change in the form of government is absolutely necessary. First, to save the face of the sovereingty morally responsible for the condition; second, to save the common people of these Islands from the autocracy of their leaders.

So long as the responsibility is ours, the work of putting the government back to a plane compatible with the environment and character and capacity of the people should start at once.

Many may think that the Filipino is entitled to his independence. The Filipino may think that he is and demand it strongly, but his demand for it is no reason why he should have it. The conditions we have to contend with in government here now are conditions created by his desire for independence and the trial made of his capacity for it The trial has shown his complete incapacity for independence along occidental lines. There is no hope of the Filipino people erecting an occidental government in the midst of the Orient. The relationship of these Islands to the other peoples of Asia make it absolutely impossible for the Filipino under a government of his own, independent of any occidental power, to provide anything but an open door to the other peoples of Asia. Under the open door policy of Asia for the Asiatics, the Philippines would be swamped with Asiatics from the mainland and the dream of a distinct people and government would be destroyed by the stronger continental and insular blood from the north. Think of Japan allowing the Philippine independent government to close its doors against her immigrants, think of China not being able to peacefully penetrate the country and take over its commerce. It is a joke, an assumption to think of it.

But in the end there are but two possibilities of government: first, a territory under the sovereignty of the United States; second, complete unprotected independence,—either one or the other. The present status is impossible for the American and for the Filipino. Either the Occidental or the Oriental idea must predominate. If the Occidental idea is to predominate the Occidental must run the government and be responsible for it. If the Oriental must run the government and be responsible for it.

The twenty-three years of experience the American Community in the Philippines has had with government thoroughly demonstrates that the American will be fair to the Filipino and that the Filipino will be unfair to the American, in government. So long as this unfairness is possible through the control of government it is not advisable for a single American Dollar to come to the Philippines for investment or for development. The moment, however, that the status of the islands is fixed as organized territory of the United States and the Anglo-Saxon ideas of government and fair play predominate in government and business there will be a great opportunity for conservative capital in the development of the resources of the Territory.

Independence means that the jungle will take the country and the people. A territory means a well defined future; fair play in government and business and the continuation of the Latin-Malay race, instead of its absorption by the stronger people of Asia.

A radical change in the form of government is necessary. Very little of the present form can be incorporated in the new without the future being jeopardized.

If the sovereignty of the United States is going to be the sovereignty of the Philippines, that sovereignty should be expressed in the form of government here; the federal laws of the United States should function here. Not all of them, but those found necessary to this situation should.

A new charter should be devised to take the place of the Jones Law and all other Congressional enactments applied to the Philippines giving to the "Territory of Malaya" and its inhabitants such rights as are inherent to the American people and have been found applicable to this people and to this land. No mistakes should be made and the sovereignty of the United States should be expressly and clearly declared without ambiguity or possible evasion of it through the words used to express it.

English should be made the sole official language.

The Governor-General should be an American appointed for a period of eight years, and the salary of the office should not be less than \$30,000.00 per annum with such other privileges as would give him the salary net, so that the best American administrators could accept the office without consideration of their future livelihood.

With the Governor-General there should be appointed, for the same period of time, and at a salary of \$10,000.00 per annum, an Assistant Secretary of each of the Departments of the Government of the United States, which are essential to the functioning of the government of Malaya. These Assistant Secretaries of the United States should be the Secretaries of the corresponding departments of the Government of the Territory of Malaya, administering the federal laws of the United States in their operation here, administering the Charter of the Territory, and the laws created by its law-making body. The Assistant Secretary of State should be known as the Secretary of State of the Territory and to perform the duties of the present Executive Secretary. These Secretaries should be the cabinet of the Governor-General, and at two year intervals to constitute a law-making body in the place of the present Philippine Senate, the present Senate to be dissolved in the Charter of the Territory.

The Philippine Assembly should remain as a law-making body, meeting every two years, instead of every year as now.

This briefly outlines a form for the Territory of Malaya that will prove satisfactory to every element of the population except, probably, the reigning political class.

In the construction of the Charter of the Territory particular attention should be given to the idea that the Territory is responsible; that it is an independent unit of non-contiguous territory, fully responsible to its neighbors and to the United States for its acts. The idea should be expressed in the Charter that the United States looks upon it as an outpost of trade and that from this trade outpost and the protection its fortifications give to other lines of trade is all that the United States expects to get from the institution and protection of the government here.

All federal laws of tariff applied here should be for the benefit of the local treasury. All taxation of individuals or their incomes should be created by the local law-making bodies and no federal law of individual or corporate taxation should be applied to the inhabitants of the territory by the Congress of the United States. The citizens of the territory should be given every advantage to extend the trade of the United States with all the advantages other nationals possess in doing business in foreign parts.

These, in brief, are some of the points which, in the writter's opinion, should be embodied in the preamble of the charter providing for a form of Government for the "Territory of Malaya."

#### CHAMBER NOTES

#### HAVE YOU FAITH IN THE PHILIPPINES?

By C. F. BAKER,

Dean of the College of Agriculture

Los Baños, Laguna

RE you willing to place a safe bet on the future of the Philippines—the thousand Oriental isles of incomparable natural resources? Here is a good opportunity: Many men are needed here, who have had the best and most thorough higher technical training in the many special lines of agricultural science. These men must get this advanced training abroad. We give all the foundation work here, and pick the ablest and best to send abroad. The government and the University cannot send these men fast enough to make any real impression on the existing conditions or to adequately meet the urgent immediate necessities. We have a long waiting list of men ready to go!

One Manila business man has pensioned a number of men for work abroad at his own expense. We are not proposing a continuance of this, but are proposing the loan of funds to these men, on a purely business arrangement, to include taking a policy on the life of the man sent and a lien on his future income, the loan to carry a nominal rate of interest

Deans of the College of Agriculture have at various times advanced money for this purpose, in extremely urgent cases, from their own pockets. It has always come back, with interest that we considered much better than that from Liberty Bonds. It is a pitythat there was not more in the aforesaid pockets, since we believe this the choicest form of investment in the world-investment in the best and most useful of human material in the making. Certainly it is more inspiring to invest in human kind of this class, than in cattle or hogs! It could not but be a satisfactory thought in the mind of any man that he had at one time rendered effective assistance in the higher development of the Philippines in this direct humanitarian way.

Who will undertake the financing of one man for higher technical training, three years at an average of \$\mathbb{P}2600\$ per year? Please don't all shout at once! But will you not give this your earnest consideration? At least let us have the advantage of your ideas on the possibility of the establishment of a loan fund that will put active life into this big feature of Philippine and Filipino development.

#### AUGUST LUNCHEON MEETINGS

The American Chamber of Commerce has been very fortunate during the past month in having some excellent speakers at its luncheon meetings. On August 3rd, Mr. George L. Logan, Philippine District Office Manager, United States Bureau of Foreign and Domestic Commerce, spoke on Govern-

mental aid to business in the Orient. On August 10th, Mr. Hartford Beaumont, one of our well-known lawyers, gave an interesting description of his recent trip to Java. Attorney Eugene A. Perkins addressed the Chamber on the 13th of August, having for his subject present day conditions in Egypt and Palestine. On the 24th of that month, Mr. E. A. Silagi, Oriental representative of the Truscon Steel Company of New York, gave an interesting talk on foreign trade conditions in the Oriental countries he had been visiting since his departure from New York City.

On August 31, A. G. Hillberg, one of the leading architects of Manila, brought to the attention of the Chamber the plans he had formulated for the erection of the American Chamber of Commerce Building in Manila. The plan estimate, cost estimate, revenues and methods of financing the project were very cleverly brought out by Mr. Hillberg, and his talk aroused a great deal of interest.

#### NEW BUILDING COMMITTEE APPOINTED

At the conclusion of Mr. Hillberg's talk before the American Chamber of Commerce on August 31st, Captain Heath appointed the following committee to consider plans and finances of a suitable American Chamber of Commerce building in Manila. The committee is composed of the following members of the Chamber:

George H. Fairchild, Chairman
A. G. Hillberg George Sellner
E. E. Elser Hartford Beaumont
Oscar F. Campbell W. G. Avery
Fred H. Stevens Wendell M. Butts
John Gordon Carson Taylor
A meeting of this committee will be called

#### OUR NEW REPRESENTATIVE IN WASHINGTON

very shortly.

On August 1st, Mr. John S. Hord, who spent a number of years in the Philippine Islands, and is thoroughly familiar with Philippine conditions, succeeded Judge Daniel R. Williams as representative of the American Chamber of Commerce of the Philippine Islands in Washington.

Judge Williams, because of certain personal reasons, had to give up his work for the American Chamber of Commerce, and he and Major Wm. H. Anderson, with the consent of the Board of Directors of the Chamber, made arrangements with Mr. Hord to officially represent the Chamber for the next six months.

Mr. Hord, as will be remembered by the old timers, was formerly Collector of Internal Revenue in the Philippine Islands and at one time President of the Bank of the Philippine Islands. He has a wide acquaintance among members of Congress and by his personality, training, influence and knowledge of Philippine affairs, he is very well qualified to represent the Chamber.

#### INCORPORATIONS REGISTERED DURING MONTH OF JULY, 1921, IN WHICH AMERICANS WERE INTERESTED.

(Furnished by the Bureau of Commerce and Industry)

#### DOMESTIC CORPORATIONS

France and Goulette, Incorporated, Manila, P. I.

Cinematograph and Theatrical business in the Philippine Islands, including the management of the Lyric and Savoy Theatres and the Lyric Film Exchange.

R. G. France, Frank H. Goulette, Q. S. Cole, H. E. Price and Vicente Albo.

#### PRESIDENT HARDING IS A CHAMBER OF COMMERCE MEMBER

PRESIDENT HARDING is a member of the Chamber of Commerce in his home town, Marion, Ohio. Here is what he says about the Chamber of Commerce idea:

"I do not know that I ever asked myself why I joined the Chamber of Commerce, but I assume it was because I was in the newspaper business, committed to the policy of everlastingly boosting our home town, and we looked upon a Chamber of Commerce as the best organized agency for carrying on the work."

"If I were to disassociate myself from the newspaper business, I should assume I would be attracted to a Chamber of Commerce because business is the life blood of material existence and no community is worth while unless it is very alert to business progress and greater commercial development."

"I know something of the inspiring work which is done by the live secretaries of the Chambers of Commerce thruout the country. They are ever pushing forward with such zeal that they take a great community of business men with them. I like to think that the thing which boosts the community is certain to make progress for the nation, and I should like our country to head the list of commercial nations of the earth."

#### EMPLOYMENT BUREAU STARTED

The American Chamber of Commerce of the Philippine Islands, realizing the necessity of helping the many Americans in the Islands who are at the present time out of work, has started an employment bureau, with Mr. A. Shipull in charge.

Anyone desiring to employ an American for any kind of work should call Mr. Shipull, telephone 1156, and a suitable man will be furnished. At the present time there are many applications for positions on file. The Chamber for the past month has been helping many unfortunate Americans by furnishing them lodging and food.

### The American Chamber of Commerce Journal

OFFICIAL ORGAN OF



OF JOURNAL
C. W. ROSENSTOCK, Chairman
H. EDMUND BULLIS, Editor and Business
Manager

EDITORIAL OFFICES
Yangco Rosenstock Bldg., 627 Rizal Ave.
P. O. Box 2172 Telephone 2600

#### EDITORIALS

#### GOOD NEWS!

The most encouraing piece of news which we in Manila have had in some years is the news that Major General Leonard Wood will accept the post of Governor-General of the Philippine Islands.

We could not have a better man for this important position, and we confidently believe that under the able leadership of General Wood, the Philippines will begin to make the progress which we have all been hoping for during the past years.

General Wood has a difficult problem to solve, but he is thoroughly capable of solving it to the advantage of all those who are interested in the progress and prosperity of the Philippines.

The American Chamber of Commerce of the Philippine Islands stands ready to help General Wood in whatsoever manner he may need its assistance.

#### **GOVERNOR-GENERAL FORBES**

On the cover of this Journal appears the portrait of the best Governor-General the had. Governor-General Philippines ever Forbes gave to the Philippines a portion of the best part of his life. He gave it when he was in full mental and physical strength and he gave so much of his strength to us that he left in 1914 badly impaired in vitality. He has returned to us solely because of the call to duty. What the Philippines have in material prosperity he constructed. He gave us the basis upon which everything of benefit rests. The business structure of the Philippines belongs entirely to him and had it not been for the futile idealism of the Filipino people, the structure would have been as sound today as it was when he left.

He believed that he had instituted processes of Anglo-Saxon thought in Latin-Malay

minds. He thought, like Cromer, of Egypt, that a government by experts was the best government, that precepts would remain, that precedents established would become custom, common law in fact, and that the structure created would continue to function. When Forbes left the Philippines, the Philippines went to hell; when Cromer left Egypt, Egypt went to hell. We want to call the attention of ex-Governor Forbes to the above, for he is back among us to reconstruct, and we want to point out to him that reconstruction along the lines of the past will give the same result: just hell, for those of us who remain. We want him to think of us and our future, and to point out to General Wood, who, we hope, will be the Governor-General of reconstruction, that a government of experts is fine if it is founded upon fixed laws incapable of being evaded or avoided, that a structure consisting of experts alone will never last longer than the experts. The Americans in the Philippines want the Islands erected into a territory of the United States. with a construction so solid and so sound, that even an expert cannot change its clauses to cover or to cloak selfishness in administration; a fair government founded upon the ideals we know are good for us and must be good enough for anyone else.

We ask ex-Governor Forbes to give to the future of the American in the Philippines his best thought; to comprehend that the same urge that brought him here brought the rest of us, and that there should be something more to the future of the American Community in the Philippines than a cheap granite slab in La Loma or San Pedro Macati.

#### AN AMERICAN COMMUNITY BUILDING

Of all the human senses the sense of sight impresses the brain the most, and objects of durability continue to impress as long as they exist.

No greater communal utility exists than a building to house and serve the business purposes of this and the coming generations. So good in outline, size and beauty that it is striking and pleasing to the eye, so solidly built that it will last, so much in conformity to communal needs that it serves every purpose, so full of modern conveniences that it saves time, increases comfort, lengthens life, widens the sphere of acquaintance, and makes one proud to share in its ownership and have his name inscribed upon the walls of the communal chamber. Such a building the Chamber is considering.

The practical beginning of the process of creating such a monument to American enterprise, is to find two hundred Americans, members of the Chamber, who are willing to underwrite five thousand pesos of stock each. This will give a fund of one million pesos to buy the ground and start construction. The balance will be easy to obtain through the sale of bonds.

Are you one of the two hundred who will subscribe? If you are, write a letter to the Secretary saying so. Let us see how much has been subscribed for this purpose by the next issue of the JOURNAL. A committee of eleven good men has been appointed, and the Chamber itself can probably take one hundred thousand pesos of stock. If you are for the idea, let us hear from you with your subscription; if you are against it, let us hear from you with your objection.

We would suggest to the committee appointed to consider the construction of a communal building for the American business interests, that in the design should be incorporated a chamber dedicated to the American community; a chamber whose walls will be covered with the names of those who came and went, with plaques and busts of those who stood out in the communal life a little more than the others. A monument in the midst of the daily life of the community to remind that there have been others imbued with ambitions who have contributed and have paid the price and have left something that all are enjoying. Just a place to enter when in the mood and to recall the has-beens. those who were but are not now.

#### SEATTLE APPRECIATES OUR HOSPITALITY

The following letter was received by Mr. C. W. Rosenstock, chairman of the Entertainment Committee of the American Chamber of Commerce of the Philippine Islands from Mr. Robert S. Boyns, President of the Seattle Chamber of Commerce and Commercial Club:

"July 21, 1921.

Mr. C. W. Rosenstock Manila, P. I.

DEAR MR. ROSENSTOCK:

Captain Gibson, the Chairman, and Roy O. Hadley, Secretary of the Honorary Commercial Commission from the Pacific Northwest, report that you were most cordial, hospitable and helpful to the delegation on the occasion of its visit to Manila.

This report is heartily endorsed by Mr. Anderson, Chairman of our Foreign Trade Bureau, and by all other members of the Commission. They bring home a spirit of appreciation and enthusiasm which we believe will do much to cement friendship, promote right understanding, and stimulate commerce.

We are impressed with the idea that we cannot hope to equal in hospitality the courtesies extended our representatives, but we desire to assure you that it is the purpose of this body to do its utmost in presenting to Commercial America the vital importance to this country, and to the world, of the right relationship with the Far East and the opportunities for mutual advantage to both sides of the Pacific.

With assurance of our deep appreciation of your kindness and assurance to the Pacific Northwest Delegation, and with confidence that the visit will prove of far-reaching benefit, I have the honor to be,

Yours respectfully,

ROBERT S. BOYNS,

President."

#### Aquatic Resources of the Philippines

By ALBERT W. C. T. HERRE,

Chief, Division of Fisheries, Bureau of Science

A GRICULTURE, fisheries, mines, and forests are the primary sources of wealth in most parts of the world, and in the Philippines at least, the most important are the first two named. Fish comes next to rice in its importance to the average Filipino and fish supply a very large part, if not the whole, of the animal food of the great bulk of the people. Yet, apparently, few people realize the importance of the aquatic resources of the Philippines, and the government and business men alike are apparently at fault in the failure to develop them.

Probably no area of equal extent anywhere in the world surpasses the Philippine waters in the number and variety of edible fishes found therein, if indeed any equal them. But fish is not the only marine product of note; the most famous pearls in the world have come from Sulu, while trepang, shells, black coral, sponges, and other valuable commodities occur in enormous quantities and offer attractive fields for development.

It would seem at first sight that fishing and the preparation and distribution of fish and fish products should be highly developed, amply financed, and the possibilities existent in both domestic and export trade should be utilized to the fullest extent.

Yet such is far from being the case. As a matter of fact we find that not in Manila alone, but over a large part of the islands fish are both scarce and expensive so that every year enormous quantities of sardines,

salmon, and other canned fish are imported. In 1919 the value of imported fish and fish products was 3,148,792 pesos, and in 1920, 5,760,114 pesos. The largest single item is that of sardines, though up to the time of the war it was salmon.

A better idea of the size of the local market may be had when it is known that the City of Manila, with a population of about one thirty-fifth of the Philippines, consumes annually about 4,000,000 pesos worth of fish, mostly fresh.

Although canned sardines are imported in such large amounts, the Philippine waters abound in unlimited numbers of true sardines. During a large part of the year they are taken in great quantities in Manila Bay and used fresh. When the market is glutted they are dried by the Chinese in the Tondo district of Manila.

Immense quantities are also taken at various other localities, the most noted of all being Estancia, on the northeast coast of Panay. The first value of the sardines caught here is about \$\mathbb{P}\$150,000. As there are no large markets near, these fish are salted and dried for shipment, principally to southern Luzon. One can hardly travel across Manila Bay or take a voyage anywhere thru the islands without seeing one or more large schools of sardines. Dean C. Worcester told the writer that on the north coast of Tawi-Tawi he once saw a school of sardines which extended along the coast for ten miles in such numbers that they piled up on the beach.

Around any wharf in the central or southern Philippines vast swarms of anchovies may be seen at any time; but beyond a slight local consumption fresh, no use is made of them. Yet anchovies prepared in various ways are an import of considerable value.

Not many years ago, a few enthusiastic sportsmen were the only persons who paid any attention to the large fish so abundant along the southern California coast. Yet today canned tuna is known all over the world and we import it too, although tuna, albacore and bonito abound in our waters.

We have the fish, we have an abundance of labor, we have unlimited quantities of vegetable oil, we have markets galore, then why don't we can fish ourselves? There are several causes which prevent this, none of them insuperable obstacles.

In the first place, the Filipinos, as a general rule, are using the same methods of capturing fish that they used five hundred years ago. Many of these were and are very ingenious and admirably adapted to their needs, but there is little or no development of the methods which are used in European, American, or Japanese waters to insure an ample supply of fish for a modern cannery. Fish corrals or pounds, and certain types of shallow water nets are their main dependence, and in favorable locations and during the proper season the fish trap will satisfy all needs. The purse seine, trolling, and all forms of deep water or open sea fishing are unknown. Owing to the frequency of coral bottom, trawling as a general method of fishing should not be considered.

Owing to the conservatism of the Filipino fishermen, their ignorance of modern methods, their refusal to fish on contract, and their contentment with a very low standard of living, it would be unsafe for a cannery operative to depend upon them. He should have a crew of experienced fishermen from northern waters who will contract for a year at a time and who understand thoroughly how to capture and deliver the quantity and quality of fish desired.

In order that a cannery may operate profitably, it should run almost the entire year. It is this ability to operate canneries from February to December that has made San José, California, the great cannery centre in recent years. In the Philippines, a cannery should can more than one kind of fish, and should also be prepared to can pineapples and other fruit, put up jams, jellies, pickled fish, anchovy paste, etc., so that the overhead expense may be reduced and the factory force be kept together.

Shrimps occur in many localities in abundance, just as they do along the coast of the



Coursesy Bureau of Science

Unloading the Day's Catch of Fish Tondo, Manils, P. I.

Gulf States, but nothing has ever been done with them here. Yet we might build up a business in canning and drying sprimps equal to that at Biloxi, Mississippi, and other points along the Gulf coast.

The greatest quantity and variety of fish in these islands occurs in the Sulu Archipelago near the coast of Borneo. At Sitankai the Badjaus bring in unlimited quantities of fish which they sell to the Chinese for 4 centavos (2 cents) a kilo (2-½ lbs.). These fish are cured (?) in brine and dried (?) in the sun, most of the product being miserably unsanitary stuff. As a result the market has been almost ruined, though there is a great demand throughout the Orient for really good dried fish at a moderate price.

There is ample opportunity for a great business in salt dried, smoked, and pickled fish at either Sitankai or the Pearl Banks, for the first person who is willing to put up a clean, sanitary, wholesome product of uniform excellence. He should, however, have sufficient capital to see him thru the time required to get his output known upon the market, and he should be able to handle the Badjaus. In this region it would not pay to import fishermen, as the Badjaus could supply all the fish needed.

At Karachi, British India, fishing for shark has been carried on for a century or more, the chief product sought being oil from their livers. But in the past few years, the manufacture of leather from shark hides has been developed on a commercial scale in the United States, the livers being utilized for oil and the flesh and bones ground into fertilizer. With the vast numbers of sharks in tropical waters, and the great Chinese market for dried shark fins right at our doors, to say nothing of the demand for fertilizer from the sugar planters, there is certainly an opportunity for the development of this hitherto almost ignored commercial asset. It is true that the Chinese at Sitankai, Bungau, and Siasi do a small incidental business in shark fins, but any one who has seen the maggots crawling over the fins as they dry them will hardly care to eat of their product.

To those who know how to catch large gamy fish of the open sea or rocky reefs, there is a good field, as yet unexploited except by one group of Japanese fishermen, in supplying the Manila market with fresh fish. To do this successfully requires an ocean going launch, a plentiful supply of ice, and a thorough knowledge of fishing methods. In forty hours a fast sea-worthy launch will reach some of the greatest fishing grounds for big game fish in the world. By the use of an Audiffren refrigerating unit or even crushed ice these fish may be landed in Manila in perfect condition. The Japanese crew referred to above brings from 2,000 to 4,000 kilos of fresh fish to Manila every third or fourth day, at an average price of 50 centavos a kilo. Of course, this plan is not practicable during August and the height of the rainy season, but is feasible for ten months in the year.



Courtesy Bureau of Science

Drying Sardines and Other Fish Tondo, Manila, P. I.

North Australia exports more than half a million dollars worth of trepang annually. With an enormous sea coast on nearly all of which trepang is obtainable, our export is small and our product brings the lowest price in the Singapore and Hongkong markets. It is entirely feasible to build up in these islands a tremendous business in trepang, by systematizing the gathering of the sea cucumbers and by taking sufficient care in their curing to turn out a first class product. A canning factory in the Visayas or in the south could also can trepang and with a little advertising Americans would learn to appreciate this most wholesome and delicious food.

Nothing has been said of the fish pond industry, mostly located in the vicinity of Manila, where not less than 20,000,000 pesos has been invested in fish ponds. This business is very profitable when properly managed and it is capable of a tremendous extension without injuring the returns since there are few or no ponds near some of the largest centers of population. Any tidal swamp may be converted into a fish pond, and there is no question that the profits would be increased by utilizing better kinds of fish than the Bañgos or milk fish now kept in them. It is probable also that properly conducted experiments would enable us to breed the desired fish in captivity, thus saving most of the uncertainty and expense now incurred in getting young stock each year. Yet the government does not spend one centavo in experimental work or in conducting any of the sustained investigations which are so imperatively needed in order to properly utilize and preserve the the Philippines.

Pearls and pearl farming: the manufacture of jewelry from black coral and small ornamental shells; the systematizing of the shell industries connected with the manufacture of buttons, windows, screens, lamps, and

mother of pearl articles so that the shells are collected in quantity while maintaining the future supply; the development of the sponge industry; the utilization of the crabs and other crustaceans; the development of ovster farming and the canning of clams and other shell fish,-all these and many other lines of great potential wealth need to be systematically investigated by trained scientists so that we may know what we have, where we have it, when and how it may be best utilized, bearing in mind always the needs of the investor, of the consumer, and of the future. Too often a hasty, ill considered exploitation has spelled ruin for investors and cannery operators.

At present the Philippine government employs one lone fisheries expert, who has no assistants and who is compelled to spend a large part of his time in office duties and in other activities which leave him little time for investigating the extraordinarily diverse problems connected with fresh and salt water resources.

Manifestly he cannot acquaint himself fully with conditions over an area so extensive and so diversified as the Phillippines, but as far as is possible he will be glad to give more detailed information concerning definite localities and their possibilities, the varieties of fish which are most important commercially, and where they are thus far known to be most abundant.

In conclusion, let me state that within a radius of five days' steaming from Manila are found the largest number of fish-eating people in the world, people who depend almost entirely upon fish for their protein food. Manila should be supplying a large share of the canned, dried, and preserved fish these people consume instead of allowing her fish to waste and importing to supply the deficiency.

CHAMBER ENDORSES BAGUIO SCHOOL

The following report of the Education Committee of the American Chamber of Commerce of the Philippine Islands was endorsed by the Board of Directors at a meeting August 16th.

It is to be hoped that the members of the Chamber will exert their influence and help in a practical way in raising the guarantee fund necessary to start off the Baguio School.

TO THE BOARD OF DIRECTORS:

The Educational Committee has received from the Secretary of the Chamber, under date of July 21, 1921, a letter to President Heath from Bishop Mosher, dated July 18, regarding the re-opening of Baguio School.

The Committee has given due consideration to this letter and would report thereon as follows:

Baguio School has a record of ten years of good service. The land and buildings, with an assessed value of ₱125,000, were all given to Bishop Brent by friends in the United States to establish a school for white children. The Rev. R. B. Ogilby, D.D., now President of Trinity College, Hartford, Conn., brought the school to a state of efficiency that gave it a name all through the East and it is a matter of regret that after his departure to the war the school was allowed to be closed. The demand for its re-opening has been

very insistent and Bishop Mosher has delayed only to find a Head Master and to receive assurance that the school could be financed. In Mai, F. W. Hackett he has now found one who, it is believed, is fully competent to give the school fully as good service as that given by Dr. Ogilby. Two other men, both College graduates, are coming from the United States to help with the teaching, and there are present prospects of about 25 boys when the school opens on October 3rd. The first requirement having been met there remains only that of financial support. This is a boarding school, and the fee of \$500 a year-smaller by far than the fees of any similar schools in the United Statesis not sufficient to meet necessary expenses, tho it was felt to be all that parents would be able to pay. Therefore the school needs help. The school has been closed for two years and the buildings need extensive repairs; much of the equipment must be renewed; teachers must be paid not only their salaries but their travel expenses from and back to America. Acting under the advice and with the encouragement of a few American business men the Bishop has gone ahead with his arrangements, being assured that the American community could be relied upon to give the necessary financial support. The present venture is for a trial period of two years, and if it proves successful the school can be so established as never to close again. Previously some thirty firms and individuals made up for Bishop Brent a guarantee fund of over \$\mathbb{P}\$150,000. None of this was ever called in. Now, however, Bishop Mosher asks for immediate help in cash rather than a guarantee fund. Careful

estimates were made and passed upon by the business men who have been advising the Bishop, and P23,000 a year for the trial period of two years was asked in a letter addressed to all those who had previously been guarantors of the larger fund. The response has not been what was expected and there is danger of the venture proving unsuccessful. From 31 letters sent out only 3 have brought the subscriptions asked for as from July 1st last-a promise of 73,000 for each year. Two others have promised 71,000 each but have not yet begun payments. Five have declined to give help. There has been no reply at all from 21. Personal solicitation was begun but, at the request of the President of the Chamber of Commerce, was postponed until the matter could be reported on by the Educational Committee of the Chamber.

Your Committee is of the opinion:

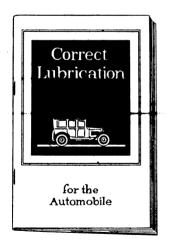
- 1. That this school is desirable, in addition to the school for American children in Manila, and the community should give it such support as is requested, establishing it so firmly as to insure its continuance.
- 2. It is recommended that the Chamber of Commerce give Baguio School its cordial endorsement and render all possible assistance in raising in the American Community the balance still unpromised of the money required for these two years.

Respectfully submitted,

E. E. ELSER, Chairman,

C. W. ROSENSTOCK,

GOUVERNEUR FRANK MOSHER.



ONE HALF OF EVERY PESO SPENT FOR AUTOMOBILE REPAIRS IS WASTED.

#### WHY?

BECAUSE THAT HALF PESO COULD HAVE BEEN SAVED BY CORRECT LUBRICATION.



SEND TO OUR NEAREST BRANCH FOR THE BOOKLET "CORRECT LUBRICATION" AND LEARN HOW TO MAKE THIS SAVING.

VACUUM OIL COMPANY AND A COMPA

MANILA ILOILO

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### Proved Advertising Methods in the Philippine Islands

By F. H. HERIER,

Publicity Manager, Pacific Commercial Company

(EDITOR'S NOTE:—The Pacific Commercial Company has developed its advertising department to a greater extent than any other export and import organization in the Far East. Mr. Herier, who is responsible for the success of this department, is the foremost publicity expert in the Philippines.)

In this article the reader will understand that the information given and experience covered applies principally to business in the Philippine Islands. Conditions in the Philippines are substantially the same as conditions prevailing in many other fields, and methods used successfully in the Philippines can properly be applied with some slight modifications to other countries, wherein the inhabitants require elementary and educational propaganda to explain, educate and sell goods and merchandise.

A thorough analysis of the field is absolutely vital to the success of the campaign. This analysis must take into consideration every single factor that attends success in a similar American campaign.

It is often necessary to sell your Far Eastern distributor on the value of advertising. This is to get his co-operation, especially when you ask him to bear a part of the cost.

Nor is this always easy. Until a few years ago, the usual advertisement in Oriental papers consisted of a mere announcement which often stood unchanged in the columns for months. In 1912, the three Manila American papers adopted a rate card. Previous thereto space was sold on thumb measurement. When space was scaled, it figured from 14 to 40 centavos per column inch. Manila Spanish and Filipino papers adopted a per-inch rate in 1915. Outside of Manila there are but few papers that will quote you a per-inch rate. Consequently, the advertiser can only estimate the cost of provincial space when planning an advertising campaign.

In attempting to secure the co-operation of your distributor in the Far East, be not disappointed if you find his enthusiasm near the zero mark. Bear in mind that the great majority of Far Eastern business men secured their entire business training in the Far East. Advertising and the vital part it plays in modern business did not enter into that training.

Advertising to most of these men is a matter of refined charity. The real purpose and accomplishments of intelligent publicity is a thing almost totally unknown to them. A statement that advertising is one of the greatest, if not the greatest, forces in business today; that it offers the only means to prospect and ascertain the volume of business possible from a field; that it is one of the pre-eminent factors in the efficiency of

a business; is received with considerable amusement: it is accepted as part of the advertising game—a sales talk to sell advertising.

This sentiment is undergoing a rapid change throughout the Far East. Firms and business houses are coming to realize that carefully planned advertising is just as important as a carefully organized sales force. In Manila, while few of the business houses can afford a thoroughly equipped advertising department, gratifying progress is being made. In a few years advertising will be accepted at its full value in the Far East. Until that time, however, the American exporter will encounter some difficulty in attempting to convince his Far Eastern distributor that advertising is one of the most essential factors in sales success.

Don't attempt to direct a Far Eastern advertising campaign from America. Many of our export advertising agencies may try to convince you that it can be done. It can't. If your Far Eastern business is of sufficient importance to back it up with advertising, then it is of sufficient importance to justify sending an advertising man to handle the campaign—that is, if your Oriental distributor cannot furnish the organization. Once your advertising representative has covered the territory and familiarized himself with conditions, he is in a position to handle future campaigns from the United States.

Advertising methods in use in the Philippine Islands are the same as those used in the United States. It is stated that 90% of the people both speak and read one dialect or language or another. It is also said that the converse is true in China. In the Islands we have newspapers printed in English, Spanish, eight native dialects, Moro and Chinese. The writer estimates that the total circulation of all newspapers and periodicals, eliminating duplications, is not over 100,000. A well informed Spanish newspaper owner estimates that the total circulation is not over 75,000.

The population of the Islands is now estimated to be 10,000,000. Therefore, newspaper advertising alone falls without supporting means to reach the people, Direct mail advertising is, in the writer's opinion. the most valuable in the Islands. Handbills printed in the dialects of the various districts and distributed from house to house is a very effective means of publicity. Cine slides are good in Manila. If the illustrated slide tells the story without aid of words, it offers a good medium of advertising in the provinces. If it must be explained by text, then you are confronted with the necessity of using the eight principal dialects written and spoken in the Islands.

In our publicity work connected with the sale of soap, milk and other articles of foodstuff, the text of advertising and all printed matter was written in very simple English and translated carefully into dialect. Much of the milk (sweetened condensed milk) text was educational in character, the main theme being that pure, rich milk develops strong and healthy babies. The mortality among infants in the Islands is very large. Attention was drawn to this fact in every advertisement and in every piece of literature. Graphic and often weird tales were told in newspaper write-ups and handbills of the part milk played in saving children's lives. A contest was put through the public schools in the form of competing compositions on the value of milk and a prize offered for the best composition. A label taken from a can of milk and attached to the composition was the only condition imposed upon the con-

Drawings showing Filipino babies, doctors and mothers and testimonials from doctors and mothers in the Islands, were used with very good effect.

Breakfast foods, canned meats, sardines and other high-priced foodstuffs require considerable educational literature to introduce them. Salmon and milk are quite well known to the Filipino. Other items in time are slowly winning their way. As the prosperity of the people spreads, more and more will the consumption of American foodstuffs increase. The steady and regular diet of the great majority of the people is fish and rice.

In a country such as the Philippines where prosperity depends almost solely upon agriculture, it is best to confine advertising to districts where the crop conditions are good.

The sale of machinery requires considerable study inasmuch as large sums can be usclessly expended in covering a territory wherein the prospects are few. General newspaper and periodical advertising beget fairly good fesults. The Pacific Commercial Company has done much educational work preliminary to the sale of machinery. It has issued thousands of booklets pointing out the convenience and economy in the use of electric lights, methods of forming a company, of securing a franchise, etc.

These booklets were sent to names from selected lists in districts where prospects for the formation of companies and erection of electric lighting plants were considered best. Those booklets brought many good prospects and will be the means of ultimately placing many electric plants.

For many generations the Filipino farmer used the old wood plow. The Pacific Commercial Co. designed and patented a similar plow, one-handled, but made entirely of iron.

This plow was introduced and sold on a large scale through demonstrating and advertising. Demonstrators were sent into the rice districts. With the aid of Government officials announcements were sent out and meetings held at which the iron plow was demonstrated. Handbills and booklets were passed out and mailed to a large list of farmers. Dealers were urged to handle the plow. After some five years of very intensive work, nearly nine hundred dealers in the Islands are selling the Luzon-Lagio plows. Last year's sales exceeded 20,000 plows. It is only fair to state here that all profits accruing from the sales of plows during all those years were used in propaganda. In other words, when costs of advertising, sales and demonstration were added up no profit remained. When the plow has been distributed thoroughly over the Islands the promotion expenses will gradually decrease and the sales will then show considerable balance of profit

The introduction of the American saw is a difficult matter. Why it is that the Filipino, Chinese and Japanese carpenter prefers a short double-edge saw is hard to explain. For generations he has used a certain type of tool which served his purpose very satisfactorily.

Thus, introducing modern tools means considerable work in the trade schools. It means much demonstration among a people or class of people (carpenters) who often regard one's efforts with a pained and disinterested expression.

In the Islands light-material houses are the rule. The American and European, however, build strong-material houses and the Filipino of the better class is likewise building better and more substantially constructed houses. Shell windows are used, which makes the prospect for an extensive sale of glass rather remote. No double walls are allowed by the Bureau of Health. Hardwood floors are polished, thereby cutting down the prospects for the sale of floor paint. Climate forbids use of carpets, upholstered furniture, etc.

Fine cutlery and tools gradually are being introduced. The trade schools are, at the present time, the most potent instrumentality in the introduction of carpentering and mechanical tools.

The work of the domestic science branch of the educational system of the Islands has done much to introduce modern cooking utensils, stoves, etc. Formerly a brace of iron pots offered everything necessary in the way of cooking utensils. Today the Filipina housekeeper is buying as many articles of Chinaware and utensils as the family treasury will permit. She will soon buy iron stoves—in fact there are many stoves now being sold. I am speaking here not of the higher types but of the common people. Here again much educational advertising is necessary.

Ice boxes or refrigerators have been sold in Manila, and wherever else ice was obtainable, for many years. Unfortunately there are not many places, comparatively, where ice can be obtained. There is no gas works outside of Manila. One year ago there were about 16 electric light plants. Therefore gas appliances sell only in Manila and electric utensils in a few of the larger towns which have electric lighting plants.

The exporters of these utensils would find little profit in advertising appliances of this nature outside of Manila. There is a big market yet to be created for cooking and household utensils.

The value of paint as a preservative must be taught to the Filipino. Most of the painting done is in Manila and the larger provincial towns. A great majority of the houses are constructed of bamboo and nipa, the owners of which have not buying power sufficient to afford the cost of paint even did the material used in building the houses hold and retain paint.

Hundreds of items which have been sold and advertised in the Islands might be discussed to prove the necessity of a thorough local knowledge of conditions before an advertising or sales campaign can be undertaken and pushed to a successful conclusion. The few examples given are sufficient for the purpose of this article.

Very few Filipinos have traveled outside of the Islands. The great majority of the population has no general knowledge of things mechanical. The United States is a new and progressive country wherein nearly every child reads periodicals containing much educational information both in the news columns and in advertising. America and Americans pride themselves on modern manufacturing, agricultural and merchandizing methods, whereas the people of the Far East still follow the methods of their ancestors, methods which have been handed down for generations. It is to the influx of business men and to their desire to secure business that the awakening of the East to modern and more efficient methods is due. Before these can be introduced, the old methods must be understood and understood thoroughly. From an advertising standpoint you cannot visualize the Far Eastern field from America. You must get on the ground and study your territory, analyze your dealer and consumer and learn the conditions existing.

If the climate plays a part in the sale of your goods, know the climate. In Manila and Luzon the rains commence about the end of May and last until November. It is very difficult to sell house and roofing paints during rainy season. In fact, all effort should be devoted to the sale of builders' hardware, paints, roofing, cement, etc., during the dry season. Raincoats, high shoes, umbrellas and rainy weather goods will not sell until the first rains set in, no matter how much advertising is done.

There are no carts and few wagons in the Islands. Everything bulky is hauled in bull carts. The native pony is small and is used almost entirely in street rigs, known as carromatas, or in the light two-wheeled vehicle used for passengers and light freight and known as the carretela.

Automobiles should be equipped with a right-hand drive inasmuch as you take the left side of the street instead of the right in the Far East.

Ready-made clothing has no sale in the Islands for the reason that States' manufacturers do not manufacture ready-to-wear khaki or white drill. Those who wear Palm Beach or similar material find the cost of local tailoring about the same as the price of ready-made Palm Beach clothing in "the States."

It is said that American Pianos do not stand up in this climate owing to the great heat and humidity. It is also said that a well-known German piano which was manufactured with climatic conditions in mind, gave great satisfaction.

Rubber goods of every description quickly deteriorate in the tropics. Canned fruits containing seeds must be handled with great care. This is also true of canned milks—in fact of nearly all canned goods.

Washing machines are comparatively unknown and even washboards are unknown in the provinces.

Except in a few of the larger provincial towns the retailer has no glass window. Therefore, window trims and dealers' helps are useless in the Islands. The metric system is used in weighing merchandise. Scales showing pounds are useless in the Philippines.

It can readily be seen from what has been written in this article that a first-hand knowledge of the field is necessary before conducting an advertising campaign in Far Eastern countries.

The methods used in a publicity campaign are the same as those used in America—newspaper advertising, form letters, booklets, folders, handbills, posters, slides, and (in Manila) billboards and street car advertising. Excellent facilities for lithographing, printing and for making cuts and electros are found in Manila, Japan, Shanghai and other cities in the Far East. Artists must be trained to do commercial art. Once trained they do work that will compare favorably with the commercial art work in the United States.

What is true of sales is true of advertising in foreign countries. Give the subject matter the same thought, the same consideration, the same analysis; study the field, the people; examine their habits and customs; remember the seasons just as you do in the United States, and you will find advertising in foreign fields no more complicated than you find it at home. And note and believe this: advertising, properly written, illustrated and handled in the Far East, reaps results—often greater results than you can hope to get in "the States."

Lumber cargo from the Northwest to Japan will total at least 100,000,000 feet this year as compared to 77,000,000 feet in 1920, the requirements of the great Oriental empire increasing steadily according to C. E. Hill, secretary of the Douglas Fir Exploitation & Export Co., who was a member of the Seattle delegation that toured the Far East in the Wenatchee's maiden voyage.

# CUSTOMS ANALYSIS FOR JULY, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

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ARTICLE	1913	1920	1921	ARTICLE	1913	1920	1921
Copra Copra meal Cordage Cloth, cotton, etc. Embroideries	776,078  16,086 92 37,876	16,350 183,626 88,409 46,546 1,328,594	₱ 1,236,409 80,766 85,626 181 855,634	llang-ilang Pearl buttons. Sesame seed. Sells, all kinds.	8,000 7,720 88,012	38,950	2,822 5,743 2,810 19,360
Fish and fish products Fruits. Furniture Gums and resins:	9,772 1,236 3,690	9,603 420 4,419	7,940 1,127 3,062	Centrifugal Raw. Refined Tobacco	551,500	14,656,357	6,716,234 948,416 6,880
Copal. Elemi. Gutta-percha. Rubber, crude.	12,876	40,324 11,915 7,023	11,733	Cigars. Cigarettes. Leaf tobacco.	363,490 6,598 233,176 6,196	2,200,833 31,887 157,638 46,883	547,979 7,890 146,451 31,616
Hats, Hemp, knotted. Hemp, all grades. Maguey, all grades. Sisal, all grades. Hides and skins. Lumber, all kinds.	98,850 83,930 2,215,784 43,768  3,610 70,610	107,252 21,000 4,780,761 115,069 1,681 94,652	48,480 6,130 1,859,592 169,024 126 2,824 55,374	Soap	146,472 <b>7</b> 5,133,606 12,656 45,988	825 64,287 <b>P</b> 39,879,445 356,086 21,112	2,687 223,400 <b>P</b> 16,109,395 379,861 330,635
Male inquois	328,500 Values of Tote	2,545,685 2,545,685 1 Trade by Countri	2,000 3,021,079 es for the Month of	328,500 2,545,685 3,021,079 Total foreign exports	P 58,644 P 5,192,250 rency	\$177,198         \$40,256,643	₹ 710,496 ₹ 16,819,891
COUNTRY	1913	1920	1921	COUNTRY	1913	1920	1921
United States.  Hawaii. Guam. Japan. United Kingdom. China. Spain. Hongkong. British East Indies. Australasia. Ganada.	P 6,623,592 89,940 528 772,580 1,785,400 623,622 510,912 356,676 70,254 429,750	\$ 58,070,811 174,839 682 3,723,441 1,993,872 2,461,416 245,314 455,318 980,254 197,454 980,254	P 29,177,975 1,052,368 1,052,368 1,09,154 2,987,386 1,317,424 2,930,638 1,3177 626,660 493,092 603,287 654,389 54,389	France. Belgium. French East Indies Switzerland. Siam. Netherlands Germany. Italy. Japanese China. Other countries	\$55,956 219,832 526,628 72,282 83,990 77,110 575,334 105,006 24,040 85,200	7 476,037 115,868 1,404,385 192,962 1,086,789 59,490 52,841 77,522 600 34,641	308,694 35,749 772,148 1156,924 115,648 38,557 58,703 11,283 11,283 48,042 59,685

# CUSTOMS ANALYSIS FOR JULY, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

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Value of Principal Imports for the Month of July, 1913, 1920, and 1921, in Philippine Currency	
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ARTICLE	1913		1920	1921	ARTICLE	1913	1920	0.00	1921
Agricultural implements, and parts	₱ 12,576	۵	130,759	₱ 31,208	Leather, and manufactures of:				
Carabao			212,845	70,769	Shoes, leather soles	P 117,584	₱ 225,580	<b>4</b> -	18,057
Other cattle	21,510		93,595	575,959	Shoes, rubber soles	010	5,989		1,450
Pools and other printed motter	4//		07177	1,821	Motoko	94,078	113,384		180,040
Bross and other printed matter	10,77		193,208	373,037	Most stoducts	0,7,0	32,337		169,940
Mars, and manufactures of	45,034	•	108,040	123,030	Deim products	202,230	10,744		203,912
Other handlers	1/1,030	<b>,</b>	151,473	133,317	Musical instruments and sente of	14 266	520,055		392,091
Other breadstuns.	251,7		1/2/19	15/,/10	Musical instruments, and parts of	14,300	32,100		23,003
Automobiles, parts or, tires for	201,330	,7	00,000	4/6/604	Crude oil	067	056,47		40,034
Other cars, carriages, etc., and parts	47,058		193,407	839,809	Naphthas, including all lighter products		1 / 6 / 6		000
Cement	165,644		284,435	267,000	of distillation	\$67,00°	970,170		348,329
Chemicals, drugs, dyes and medicine	110,996		446,676	345,480	Illuminating oil	190,240	1,084,095		1,347,355
Clocks and watches, and parts of	21,508		186,994	40,158	Lubricating oil	76,246	28,259		721,292
Coal	298,986	1,	613,333	834,881	Other oils	38,530	178,073		82,323
Cocoa or cacao	47,070		153,240	48,353	Paints and pigments	42,612	210,435		79,443
Coffee	38,022		128,529	93,752	Paper, and manufactures of	166,564	496,732		513,913
Copper, and manufactures of	59,454		67,242	131,354	Pencils	9,306	9/1/0		17,720
Cotton cloths	1,720,928	'n	793,256	1,696,775	Perfumery and all other toilet prepar-				
Cotton, and manufactures of, except					ations	30,006	65,067		115,339
cloths	669,482	1.	.993,245	1.017.187	Photograph equipment and supplies	29,528	42,112		40,885
Diamonds and other precious stones,		•			Plated ware, gold and silver	27,118	250,887		23,076
unset	103.076		451,418	7.478	Rice	608,170	2,136,675		195,444
Earthen, stone and china ware	29,882		116,145	65,706	Silks, and manufactures of	122,490	724,935		274,738
Eggs	51,554		187,243	213,211	Soap	34,590	211,423		89,851
Explosives	91,020		23,655	8,648	Spirits, wines, and liquors	58,940	133,405		172,524
Fibers, vegetable, and manufactures	95,604		604,629	184,704	Starch	7,306	60,533		44,026
Fish and fish products	101,420		637,896	202,334	Sugar and molasses	20,060	5,426		22,972
Fruits and nuts	47,092		145,368	151,885	Tea	10,960	38,404		13,535
Copra			346		Leaf tobacco	3,036	276,660		5,149
Glass and glass ware	52,030		210,263	162,739	All other tobacco	58,408	2,654		607,271
Gold, platinum and silver, manufactures					Toys	6,488	18,987		22,503
to	22,420		245,937	37,712	Vegetables	88,740	343,896		217,903
Hats and caps, and parts of	39,858		184,118	38,656	Wax	11,698	33,321		20,224
India rubber, manufactures of	77,776		226,724	135,647	Wood, and manufactures of	66,180	137,298		428,874
Electrical instruments and apparatus	213,498	•	494,043	730,686	Wool, and manufactures of	71,307	4/1,482		78,839
Iron and steel, and manufactures of	1,428,690	Ť	033,648	7,836,207	Sporting goods		14,443		22,384
Lamps, and parts of	19,172		65,881	76,442	All other articles	467,916	1,198,989		777,932
Leau, and manufactures of	17,014		6/0,66	171,07	TOTAL	₱ 9,053,282	₱ 32,647,649	1 2	F 25,725,372

Values of Total Trade by Nationality of Vessels for the Month of July, 1913, 1920, and 1921, in Philippine Currency

	ŭ	180 003	¥	Manila
Set	Vessels	Vessels Net Tonnage Vessels Net	Vessels	
Cleare		Entered	En	Ports of Entry
ŀ	1	1921		
3	121	th of July, 19	g the Mon	at ports of entry, during the Month of July, 1921
દુ	ect chearan	to crasses of and	gn made, o	connege movements in the joing name, of vessels of arrect chearances

1921	Cleared	Vessels Net Tonnage	55 171.485	8 32,347	5 18,173	2 1,245	2 3,595	1 46	73 226,891
19	Entered	Vessels Net Tonnage	180,903	6,961	5,574	1,971	7,248		202,657
	Б	Vessels	55	8	7	æ	7	1	65
	Ports of Entry		Manila	Iloilo	Cebu	Jolo	Zamboanga	Balabac	Total
1921	₱ 456,550	17,075,280	1,030,112	5,129,774	278,353		121,484	3,707,715	P 42,545,263
1920	₱ 690,329	40,453,003 22,662,931	13,329	5,054,361	25,927	84,587	211,510	1,036,170	₹ 72,904,292
1913	₹ 488,536	8,519,734	1.402.620	1,408,722	328,068	. ]	1,078,426	142,912	₹ 14,245,532
SHIPS, FLAG	Philippine	British	Dutch	Japanese	Norwegian	Rustian	Spanish	All other Flags	TOTAL

# Review of Conditions in the Philippine Islands for the Month of August, 1921

### SHIPPING REVIEW

By A. G. HENDERSON, General Manager for the Far East, Frank Waterhouse and Company

URING the entire month of August there was no improvement in cargo offering to the Pacific Coast, but, if anything, owing to the ban placed by the Shipping Board on the carrying of vegetable oil in bulk by their vessels, outward tonnage fell off considerably when compared with that of the previous month. Late advices are to the effect that, subject to certain conditions to be announced later, these restrictions will be withdrawn about the middle of September. To New York, cargo is still offering in quantities sufficient to fill Philippine space allot ments. Cargo to Europe continues to be offered in excess of space, so much so that the rate on copra has firmed £1 per ton. In addition, two large steamers have been chartered to carry full loads from the Islands to Europe. It seems passing strange that with so much cargo offering in this direction, the authorities should not take full advantage of the situation, instead of constantly adding to the already overcrowded Pacific berth. With reduced offerings to these latter ports, sailings from Manila were probably more numerous during August than for any previous month of 1921. Considerable quantities of sugar and hemp are moving to Japan, but at rates that amount to but little better than ballast.

Due to delay in the reconditioning of the S. S. Midget and S. S. Quinnebaug, Mr. Marias, Far Eastern representative of the Shipping Board, finds it impossible to inaugurate the P. I. feeder service of the Board before October 1st. He had hoped to have the service running by September 15th.

### NOTES

The ex-German sailer *Chillicothe* of 1726 tons registry, which sailed from this port early in March, was sold by the U. S. Marshal at Seattle, July 12th, for G\$25,500 to satisfy the crew's demand for their wages.

The Chairman of the Shipping Board has divided the work of the Division of Operations among the three new appointees as follows:—Traffic, W. J. Love; Physical Operation, A. J. Frey; Allocations and charters, J. B. Smull.

Bids have been called for the entire fleet of wooden ships of the Shipping Board, consisting of 285 vessels valued at 313 million dollars on the Board's books. The vessels consist of eleven different types, all fitted with water tube boilers, and averaging 3500 tons d.w. Bidding is open to all nationalities. A flat commission of five per cent is offered brokers effecting a bona fide sale, and a check for ten per cent of the bid must accompany each offer.

The claim of the S. S. West Jester (plying between Manila and Seattle) against the T. K. K. Kiyo Maru for salvage services rendered in Tokyo Bay June 16th, 1920, while the latter steamer was on fire, has been settled for Yen 250,000. Of this amount the crew receives one third.

### REVIEW OF THE EXCHANGE MARKET

By Stanley Williams,

Manager,

International Banking Corporation

UR July report closed on the 27th of that month with market rates called 8% premium for demand drafts on New York and 9% for telegraphic transfers, with general business continuing dull. Rates remained at about that level until August 4th when considerable pressure began to be evident, apparently emanating from the exportation of copra and copra cake to Europe. A fair quantity of Sterling paper was on offer and United States rates gradually eased off until telegraphic transfer was done on the 8th at 51/4% and demand at 41/2%. News came on the following day, however, that the copra market in Europe was easier and rates firmed up to 5% for demand and 6% for telegraphic transfers. The next day rates went to 6% and 7% and remained at that level until the 18th, when under a fair demand, rates firmed to  $6\frac{1}{2}\%$  and  $7\frac{1}{2}\%$ . These rates lasted for only a day or two, however, and the market was called 6% and 7% on the 22nd instant where it remained until the close of this report on the 29th instant, with the exception that on the 23rd instant telegraphic transfers sagged to 63/4% and 61/2% for that day only.

The Government came out as a seller of exchange on New York on Saturday the 27th instant at the rates then quoted in the market, namely, 6% for demand drafts and 7% for telegraphic transfers, thus resuming its functions under the Gold parity laws, which it had not been in a position to fulfill for a period of over three months, having been obliged to suspend its exchange operations on May 24th last.

Below are given the average quotations for Bankers' cheques during the second week in July, as reported by the Foreign Exchange Department of the International Banking Corporation:

Mint Pa Rate	r Country and Currency unit	Average Quotations	Per Cent of De- preciation
.498	Japan (Yen)	48	3.6
.50	Philippines (Peso)	45	10.0

.193	Switzerland (Franc)	.165	14.5
.402	Holland (Guilder)	.32	20.4
4.866	England (Pound)	3.62	25.6
.193	Spain (Peseta)	.1275	33.9
.193	France (Franc)	.078	59.6
.193	Italy (Lire)	.045	76.7
238	Germany (Mark)	.0132	94.5

### REVIEW OF THE HEMP MARKET

By H. Forst,

Secretary and Assistant Treasurer, Macleod and Company, Inc.

HE principal feature of the Hemp market during August has been the increase in shipments of fiber to the U. K. and the Continent, which for the month amounts to 33,477 bales, with 5,500 bales loading. The ending of the coal strike is no doubt in a large measure responsible for this. These heavy shipments to Europe are, unfortunately, offset by the insignificant quantity of hemp sent to the United States, amounting to only 8,226 bales for the month under review. Shipments to other parts of the world total 20.000 bales, of which Japan received the bulk. The total exports for August, therefore, amount to 61,705 bales, which is not far from normal, and general conditions can be considered very satisfactory. Stocks here and in Cebu have in consequence been reduced by 10,000 bales.

The local demand has run principally on medium grades such as J, G, H and Streakies, with the result that G and S3—inferior grades to I, Fair Current—now demand the same price as the latter; a situation which cannot be called anything but deplorable.

New York prices remain about the same as reported in our last review, say 6c to 61/4c per lb. for I, and 7c to 71/4c per lb. for F. Prices in London have given way about twenty shillings per ton and the market there closes with sellers of J at £36. All consuming markets at writing are dull with a downward tendency.

### STATISTICS

Net stocks in Manila and Cebu total 337,-258 bales, as against 347,478 bales at the beginning of the month.

	1921	1920	рестепы
	Bls.	Bls.	Bls.
Total Receipts to			
August 29th	483,654	785,998	302,344
er	HIDMENTE		
Si	HIPMENTS	1921	1920
		Bls.	Bls.
To U. S			
TO U. S			309,000

Total	2.486 830.366
To Continent	
To U. K	, ,

# MISSING PAGE(S)

From the above it will be seen that the U. S. and U. K. have bought just about 400,000 bales of Hennp less than during the same period last year.

Executive Order No. 13 has stirred up a considerable amount of discussion locally. Notwithstanding the opposition shown, the Government has decided at last to give it a trial and it will become effective as originally provided, on September first. The immediate effect has been that there are practically no buyers for higher grades such as F and grades above, and there has been a corresponding decline in the value of these grades. Whether this will remain so permanently can only be determined later on.

Latest cable advices from New York quote Sisal at 5c gold per pound.

The freight market remains unchanged.

COCOANUT OIL SITUATION
By G. C. Arnold

EDITOR'S NOTE.—Mr. G. C. Arnold retired from the management of Willits and Patterson, Limited, as of July 31, 1921. After closing up his business affairs here, he will sail for America some time within the next two months.

For the past five years, Mr. Arnold has been one of the leading factors in the coconut oil trade in the Philippine Islands, and his loss will be keenly felt in Manila coconut oil circles.

NQUIRIES from America for both oil and copra have been active during the month. Sales of oil are reported at prices ranging from 73% to 75% cents gold per pound cif. Pacific Coast and at 7% and 8 cents cif. New York, closing at the higher figure, although the market is advised as somewhat weak.

Copra has advanced to 43% cents gold per pound cif. Pacific Coast and 41% cif. New York with considerable inquiries coming forward.

The European copra market after sagging under selling pressure due mostly to profit taking by speculators reacted to £33 per ton, the level at which the market closed at the end of July. From this position, however, it was driven back to £28-10 in the face of heavy selling orders, and is reported weak at the price.

Further sales of cake have been made to Europe during the month at prices somewhat in advance of those ruling a month ago, and a brisk demand continues.

The local copra market has remained steady at \$\mathbb{P}\$10.25 for bodega copra, although exporters have paid up to \$\mathbb{P}\$10.75 for small lots. The local speculator has also from time to time injected himself feverishly into the situation in the hope that a real bull movement had started only to find himself swamped by the heavy arrivals. As an indication of how slight an influence these factors have in the copra market to-day, it is interesting to note that the net advance in prices during the month is about one real per picul. During the past 60 days, arrivals in this market have been in excess of 45,000 tons.

Two or three additional mills have resumed spasmodic operations, apparently with a view to minimizing losses by taking care of a portion of their overhead. The outlook is not particularly cheerful, and it seems to us that the banks are riding the mills to a fall. Formerly the policy in force contemplated the financing of a long position in copra coupled with vigorous selling, sales to be closed prior to shipment. This gradually widened into a long position in both copra and oil, and permitted shipment of unsold oil. To aggravate this condition, the wildest kind of speculation in copra was financed with reckless disregard of the state of the market.

The pendulum has now swung to the other extreme. An attempt is being made to rehabilitate the oil industry under an announced policy as bad if not worse than the former one. No weight is given to the position of the market. The banker informs the miller that if he wishes to finance his raw materials he must go short on oil, get his credits in hand, fix his exchange, and then buy copra against his sales of oil—and this on the lowest oil market since the depression of 1907.

On a high market he must buy and on a low market sell. The policy, of course, should be exactly the reverse; otherwise one falls into the same category in which the "Wolf of Wall Street" placed the Dear Public—"they buy 'em when they're high and sell 'em when they 're low."

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MANILA

Without stretching one's imagination too much, one can readily visualize what might happen when the twelve mills now trying to operate sell 20,000 tons of oil short on a 7½ cent market for shipment within sixty days. At any minute copra may advance in Europe and oil in U. S., bringing exporters and speculators into the local copra market. What a mad scramble there would be for copra! The mills would be forced to buy in order to fill their contracts and the result would be disaster. 12-peso copra would do the business nicely.

The right position for the present market is an overbought one. To maintain a short position is to court extinction, as any movement in coconut oil will be an advance. It will never recede ½ cent below the present level. At no time during the past six months has the oil market fluctuated as much as one cent.

If properly fostered the cocoanut oil industry will resume its former importance as an economic factor of immense value to the Philippines. Whether it will gradually recover from its present position, or go entirely to pot and have to be reestablished, depends more upon the bankers of Manila than upon the mill owners themselves.

Curtailment of copra speculation and purchases by mills ahead of their sales on a low or rising market will allow the mills to buy slowly, retiring from the market from time to time when the exporter comes in, and maintain it at a level low enough to

enable them to operate at a profit, instead of forcing them into a position which makes it imperative that they buy at all hazards even though the market be driven up to a point which turns a contemplated profit into a certain loss.

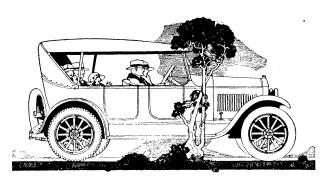
The copra producer is the King of the Philippines today. The price of his product has not yet sunk to a pre-war level, and he probably will never have to face the low prices which have fallen to the lot of the sugar and hemp producer.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

→HE situation as regards the Tobacco Industry showed no appreciable change during the month of August. Leaf tobacco in Manila still continues to be offered without buyers, with reports from the Cagayan Valley to the effect that planters are offering Cagayan at from ₱3.00 to ₱4.00 per quintal and Isabela at \$7.00. Practically 50% of the 1920 crop is still unsold, with the 1921 crop, which is reported to be above the average both as regards quality and quantity, harvested and ready for sale. The famine prices being offered are hardly conducive to further planting in the Valley, since conditions which permited of the production of raw tobacco at prices which netted a profit six or seven years ago no longer exist. The result is that unless there is a decided advance in price before the next planting season begins, the planters must either find other more profitable crops or allow their lands to revert to the primitive.

Conflicting reports of the situation in America continue to agitate the quotations made by Manila manufacturers to American importers. The same morning that one of the Manila newspapers published an interview with the manager of one of the local factories to the effect that business was reviving. the office of the Governor General received a cablegram from General McIntyre to the effect that Manila cigars were retailing freely on the Pacific Coast at \$1.95 per hundred. The information contained in the cablegram was correct, as far as a bald statement of fact was concerned, but it was also very incorrect in so far as it was misleading. Manila 16 pound Londres are being advertised in the American newspapers at prices ranging from \$1.00 to \$2.25 per hundred. These quotations, however, are being made on unsound merchandise, most of which is the result of shipments forwarded by local factories not covered by an irrevocable letter of credit, payment of which was refused by the consignees on arrival at destination. On the other hand, the demand for sound merchandise is reviving, and although the prices being offered are far below the prices of last year, they admit of a small profit allowing a nominal value on the price of raw tobaccos.



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During the past two weeks the entire market was cleared of Recortos (scrap) at prices ranging from P12.50 to P15.00 per quintal. It is rumored that one lot was sold at \$17.50 per quintal. With the choicest parcels of Isabela being offered at practically the same price, one would naturally conclude that the purchaser would prefer whole leaf to scrap at equal prices, but in purchasing whole leaf there would be a loss of about 30% in stems, a labor charge for stripping that would average practically \$\mathbb{P}2.50\$, plus baling and incidental expenses. The fact that the buyers' order probably provided for early shipment is yet another factor to consider. So while in this particular instance scrap tobacco was worth more than choice leaf, like the quotation furnished by General McIntyre, it would be misleading to give out this information without explaining all the conditions that applied.

It seems to be the general opinion that the financial situation in Europe checks the possibility of relief from that source, and that the price of raw tobacco will only stiffen when the American Importers place orders which will permit the local factories to resume quantity production.

### REAL ESTATE

By Phil. D. Carman, Vice-President and Sales Manager San Juan Heights Co., Inc.

"Real Estate in any growing community is the surest and safest of all investments, because, as the population tribulary to it becomes greater and denser, values steadily rise."—HENRY MORGENTHAU in "Real Estate Investing".

Manila has grown so fast in the past twenty years that even the most optimistic have been astonished. Let us look at what it was two decades ago and then compare it with today.

In 1901 the highest buildings were the churches. There were no Manila or Luneta Hotels. Where the Elks and Army and Navy Clubs now stand was salty Manila Bay. The Port Area wasn't even a dream. The Cavite Boulevard, Taft and Rizal Avenues, and dozens of present streets were likewise undreamed of. Once in a while horse cars jogged wearily out to the southern outskirts of the town-the Malate church! Volunteers pulled Capt. Luis Yangco's old man-power engine around, usually arriving after the fire had burned itself out. There were no gas, sewerage or paved streets. The breakwater had not been thought of, and all but the smallest boats were lightered from the open Bay.

The retail business section was practically confined to the Escolta and a low-lying business section it was, without any Masonic Temple, Uy Chaco, Heacock, Roxas, Kneedler, Hogar or American Hardware Buildings. Rizal Avenue was then two narrow alleys. The Santa Cruz and Jones bridges had not been built.

Intramuros, Ermita and San Miguel formed the chief residential centers.

Caloocan was a distant village; Santa Mesa a military camp; Santa Ana the home of a handful; Pasay a few scattering shacks, and San Juan Heights not even a promise. The south side of Herran was a paddy field, the University, General Hospital and Bureau of Science not even paper plans. There were no Normal School and Dormitory, Columbia Club, Central School, Sta. Rita's Hall, Bureau of Printing or St. John's Cathedral.

After southern Malate was pretty densely populated, people turned to Santa Mesa which then appeared to be at the edge of civilization. While that section was being

rapidly built up, Pasay was attracting a few hardy pioneers and, as Manila grew and pushed out, became in a few short years the site of many beautiful homes.

The assessed valuation of real estate in Manila in 1911 was \$\mathbb{P}84,376,958\$. Today it is \$\mathbb{P}213,419,683\$, or a gain in ten years of \$\mathbb{P}129.042.725\$.

In 1901, building sites around Plaza Goiti were worth about \$\mathbb{P}50\$ a square meter. They cannot be bought today for \$\mathbb{P}500\$ a square meter.

In 1901 there were but three banks in Manila. There are now 11 banks with resources of P329,386,463 and several branches in the Provinces.

Truly a wonderful growth in a few short years!

### WHAT OTHERS SAY ABOUT MANILA'S FUTURE

"Manila is in the centre of an era of tremendous development. The future of the Philippines is a brilliant one. Get together and put it over! There are many people in the United States who will back up business here."—General Leonard E. Wood.

"A great part of this fifty million dollars (for the proposed terminal project) will be spent for labor and material in the Philippines, which will mean great prosperity."

—American Chamber of Commerce Journal.

"The field to develop is the Far East. Manila is the logical point for the centre of this trade."—George Logan, U. S. Bureau of Foreign and Domestic Commerce.

"This port will be the centre for the Islands and Southern Asia."—Captain Robert

"There can be no prolonged halting of development here."—Mr. J. F. Forbes, Government Expert Accountant.

### CITY SALES OF REAL ESTATE

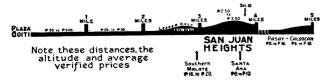
1921	Sales	Value
May	67	P466,258.34
June	114	749,357.04
July (to 20th)	37	230,317.60
July 20 to Aug. 20	99	558,491.00

### VALUE OF NEW BUILDINGS APRIL 1 TO AUGUST 1, 1921

Manila and Suburbs	
Pandacan	8,030
Caloocan	14,600
San Miguel	21,800
Sta. Ana	23,000
San Nicolas	80,380
Pasay	125,500
Ermita	153,260
Malate	180,870
Quiapo	189,800
San Juan Heights	257,500
Sampaloc	306,890
Paco	310,600
Tondo	467,210
Sta. Cruz (San Lazaro)	1,095,250
Binondo	1,952,850

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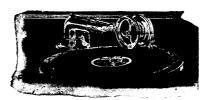
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### American Chamber of Commerce Journal

PUBLISHED MONTHLY

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### THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS

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porter or other Americans who are interested in Philippine matters. Address all requests for such information to the Secretary of the Chamber THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS IS THE LARGEST AND MOST ADEQUATELY FINANCED AMERICAN CHAMBER OF COMMERCE OUTSIDE THE BOUNDARIES OF THE UNITED STATES. THIS ORGANIZATION HAS OVER

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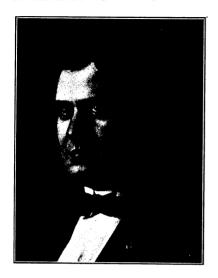
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### AMERICANS IN THE PHILIPPINE ISLANDS



### C. W. ROSENSTOCK

Born in Salem, Oregon, in 1878. Educated in the Public Schools of Portland, Oregon. Married to Ada May Chesmore in Oakland, California, in 1898. Came to the Philippines in November, 1900. Engaged in commercial work. Travelling Auditor for Pacific Oriental Trading Company, 1901-1902. Established Rosenstock's Manila City Directory in 1903. Treasurer and General Manager of Bulletin Publishing Co. (owners of *The Manila Daily Bulletin*) 1903-1904-1905. Engaged in Real Estate and Insurance. Placed the sub-division of "Rizal Park" on the market. Established the firm of Rosenstock, Elser & Co., and afterwards the firm of Yangco, Rosenstock & Co., Inc., conducting an Importing, Exporting and General Merchandising business. At present Vice-President and General Manager of the last mentioned firm; President, Rosenstock, Wrentmore & Reynolds Inc., (Proprietors, Bicol Lumber Company); and director of various other commercial firms in Manila.

Mr. Rosenstock is probably one of the most active men in Manila in all civic and community works.

Has been Treasurer and Director of the Y. M. C. A. for the past fifteen years, being treasurer of the War Work Council of that organization during the war. Present director of The American Chamber of Commerce.

A thirty-second degree Mason, Knight-Templar, a Shriner and a member of the Red Cross of Constantine. One of the oldest members of the local lodge of Elks and a member of the Moose.

He is a member of the University Club, Manila Golf Club, Baguio Country Club, Club Filipino, member of Camara de Comercio de Filipinas and various other organizations in the city.

### HORACE B. POND

Horace B. Pond, one of the recognized business leaders of the Philippines, was born July 21, 1882, at Waltham, Mass. He came to the Islands in 1902 as a Stenographer in the Bureau of Customs. His ability soon asserted itself and he entered the commercial field in the employ of Appleby Nauman, the well-known piece-goods firm of which in a remarkably short time he became General Manager. Upon the absorption of Appleby Nauman by the Pacific Commercial Company, Mr. Pond became identified with the latter. Due in great measure to his extraordinary organization ability and efficient management, the Pacific Commercial Company has grown to be the largest American firm in the Philippines. At the present time he is Vice-President and General Manager of this organization.

Mr. Pond is very active in civic, educational, and charitable affairs. He was one of the original directors of the American Chamber of Commerce. Among the clubs with which he is affiliated are the Rotary, Elks, Army and Navy, University, Polo and Casino Español.





### H. FORST

Mr. H. Forst, Secretary and Assistant Treasurer of Macleod & Company, one of the oldest firms in Manila, was born January 4, 1878, in Chicago, Illinois. He began his career March, 1894, as office boy in the employ of the Deering Harvester Company, a subsidiary of the International Harvester Company, which organization also controls Macleod & Company. In 1898, he entered the purchasing department and in 1902 became purchasing agent for the Hamilton, Ontario, works of the same organization. Mr. Forst came to Manila in 1904, arriving in August, when he joined the personnel of Macleod and Company.

Since his arrival in the Philippines Mr. Forst has carefully studied hemp, maguey and other Philippine fibers from every angle and has become recognized as one of the shrewdest and best informed hemp buyers in the world markets.

Mr. Forst is a member of the Thatched Home Club of London, the Manila Club, Manila Golf Club, Casino Español, Tiro al Blanco, Swiss Club, Rotary Club, American Chamber of Commerce. He is Vice-President of the Manila Chamber of Commerce.

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### AMERICANS IN THE PHILIPPINES

And Their Rights as Citizens in America's Far Eastern Possessions

By C. W. ROSENSTOCK

Who, and what are Americans in the Philippines?

This question seems to be one that needs clarification

It is too often asserted that Americans in the Philippines are "Foreigners," while, as a matter of fact, they possess by law all the rights and privileges of a citizen of this Country.

The statements made by some, that these Americans are unreliable and irresponsible, are not true and it is a disgrace to our country that disparaging remarks of this nature are being made by Americans in the United States. We can understand why certain political factions might try to discredit Americans here, if such factions believed it to their advantage to do so, but we can not comprehend why well-known American writers will pass judgment and write articles discrediting Americans in the Philippines and publish these articles broadcast in the columns of publications for which they are paid to write.

It should be understood that the character of the Americans residing in the Philippines compares very favorably with that of any group of Americans anywhere in the world.

Years and years ago, the Americans strongly resented the insinuations and reflections cast upon their communities by the "Older World". Our forefathers were referred to as ex-convicts, "ticket-of-leave" men, and worse. Early settlers who went West passed through the same vilification, and, later, the "Fortyniners" of California and other Pacific Coast



The American-European Y. M. C. A.



The Masonic Temple

States had a like experience. The pioneers of Canada and other Anglo-Saxon colonies went through the same thing in settling their colonies.

The pioneers and settlers of all these countries have now made good and the Old World looks with pride and respect upon the individuals who, in years gone by, were referred to in very derogatory terms.

While it is not true that the Americans calculate on "settling" the Philippine Islands in the same way as the above mentioned countries have been settled, it is nevertheless true that the Americans, both officially and in private life, are pioneers of western ideas and customs and are exceedingly important factors in the development of this country.

The Americans in the Philippines have had a vastly different people to deal with than did the pioneers of the countries mentioned above. The Filipino is the highest intellectually of all the Malay races, and, as a consequence, the Filipino has stepped in line and worked with the Americans, and, as a result of this, has made great strides towards becoming one of the highest cultured races in the Orient. Even today he is the only Oriental possessing some Occidental ideas and customs.

The Filipino being a Christian people and full of ambition and ideals, the American Government sent Americans of culture and education to this country to work out the great problem of establishing a stable government here. Many American employees did not remain long with the government, but became private citizens, engaging in all kinds of occupations. American commercial houses were formed, and their selection of employees was made from high grade educated Americans. All this meant that the Americans residing in the Philippines were not then and are not now of the class which some of our writers would make the public believe.

At the termination of the Spanish-American war, many soldiers were discharged out here and have remained to help build up this country. Most of these men have made great names for themselves and have become leaders in their lines of endeavor. No soldier was allowed to remain in this country unless he had an honorable discharge and an A-1 service record. We Americans who live in the Philippine Islands are proud of the soldiers who remained here to assist in what has been one of the greatest problems our American Government has ever undertaken.

Our last census shows that there are 5,448 American residents in this country, including men, women, and children. (1921 females and 3,617 males.) The American population of Manila is 2,916. (1,085 females and 1,831 males.) This does not include the Army and Navy. (There are 736 Army Officers



The Manila Polo Club and Field from an Aeropiane

in the Islands, 250 of which are stationed in or near Manila.) Out of that number considerably over half of the men are either college graduates or have graduated from High School and taken up commercial courses or similar commercial training. More than half of the Americans here are married and have families

The average salary of an American man is in excess of \$\mathbb{P}500.00 (\$250.00 U. S. Cy.)

There are three churches in Manila with American and English-speaking congregations, all well attended and supported by their respective congregations. Each church building is owned by its congregation. There are two Protestant bishops in Manila and also an American archbishop of the Roman Catholic Church.

The Masonic fraternity owns the largest office building in the city. It is made of

The Manila Golf Club has a membership of 270. Fifty per cent of this membership is composed of Americans. This organization owns its own club house and an 18 hole golf course. It is estimated that the value of its property is about ₱200,000.00.

The Manila Polo Club has a membership of 425. Eighty-five per cent of its membership is composed of Americans residing in the Philippines. This club also owns its own club house and its polo field, the value of which is over \$1,000,000.00.

The Columbia Club has a membership of 300. Ninety per cent of its membership is composed of Americans residing in the Philippines. The club house and grounds are owned by the club, valued at \$\mathbb{P}90,000.00.

The American-European Y. M. C. A. has a membership of 620, ninety per cent of whom are Americans. The total value of Y.M.C.A. property owned by Americans is P1,500,000.

The Army and Navy Club is owned by its membership, 735 in number, which is composed entirely of Army and Navy officers or ex-officers. This club also owns its own property and improvements, the value of which is estimated at over \$1,000,-000.00.

and representing such outlays of money, in any city in the United States, with less than 50,000 or even 100,000 inhabitants?

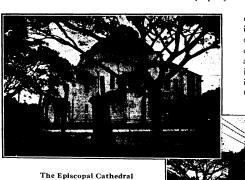
The foregoing, in itself, should show the American readers at home that the Americans residing in the Philippines are not of a type or class whose opinions on local matters can be ignored.

Americans who build up local community activities, head up charitable organizations, stand out for high ideals and honest and efficient government organization, are a class of Americans whose opinions must be listened to and respected by both the Americans in the homeland and the local Filipinos.

If these Americans express their honest views on any local subject, and these views do not coincide with the views of local political factions, or others, why should this not be considered only as natural differences of opinion?

There is, and moreover can be no question about Americans in the Philippines, who have acquired the necessary residence, to vote and otherwise exercise all the rights and privileges conceded the native born Filipino (including the right of suffrage and that to hold office). Therefore, if Americans who have lived the better parts of their lives in the Philippines and those Americans who con-

template continuing their residence in this country indefinitely, are entitled to all these privileges, why is it not within their province to discuss political questions as do other local citizens who are affiliated with local political parties and other organized or unorganized bodies or societies, without being criticised



steel and concrete and is valued at about two million pesos. (A firm offer of \$1,800,000.00 was refused for the property.) The Philippine National Bank and the International Bank, as well as many large com-

mercial firms, have their quarters in this building. It is located on the Escolta, the principal retail street, and is, indeed, a great monument to the Masonic fraternity. While this building was built by the Masons, among whose membership are to be found all nationalities, including Filipinos, still it should be known that the moving spirit of this enterprise was an American business man, and his committee was composed of Americans, and 99% of the necessary money was secured from American Masons residing in the Philippines.

The Elks Club has a membership of 600 Americans. This club owns its own building, which is of concrete, the land and improvements being valued at \$\mathbb{P}800,000.00. This enterprise was financed and is supported by Elks, all Americans, residing in the Philippines.

The University Club is composed of 126 members. The majority of its membership is composed of Americans residing in the Philippines. It has a long lease on its club building and a very healthy cash balance in the bank to its credit.

The Roman Catholic Cathedral

CHURCHES OF MANILA

The American Chamber of Commerce of the Philippine Islands is composed entirely of American citizens. It has 1,052 members in good standing. While this institution does not own its own building, it has over ₱80,000.00 in cash in its treasury and there is now some talk of erecting a large office building for its use.

If the reader will look over these American community activities, consider their class, and for what they really stand, it will be seen at once that the Americans residing in the Philippines are quite a bit "over average" in many ways.

What will you find in permanent community activities in an American city of less than 6,000 inhabitants? Will you find such prominent community centers of such size



for so doing as "meddling foreigners" or "radical Americans?"

The writer has read several recent articles on the Philippine Independence question written by well-known journalists and published in some of the leading publications of the United States. Invariably they state that the Americans residing in the Philippines are as a whole opposed to the withdrawal of American sovereignty from the Islands at this time.

One or two of these articles, and several local Filipino articles, have stated that Americans in the Philippine Islands are selfish in their attitude and that they resent the possibility of losing the distinction of being the "ruling race" of the country.

Most Americans feel that to take away the sovereignty of the United States from these Islands at this time would be the worst thing our country could do for the Filipinos. This is their honest, unselfish opinion, publicly expressed.

The Americans in the Philippines admire the Filipino who honestly desires to see his country become an independent nation, respected as such by the nations of the world. Many Americans have taught their Filipino friends to live and work for that eventuality, but these Americans, who have lived and worked in the Philippines for years, feel that if absolute independence were given to the Filipinos, at this time, it would be a grave mistake because of general world conditions.

A great many Americans residing in the Philippines would like to see the Filipinos enjoy the same freedom as they themselves do in the United States by making the Philippines a Territory of the United States. If the Philippines were chartered as a full fledged territory of the United States, the people in the Philippines would then enjoy all the rights and benefits of a territorial citizenship, the privileges of which are considered by

Americans as giving the individual more freedom and personal protection than any government on earth. By wishing for the Filipino this privilege, the Americans believe that they cannot ask for him anything greater or better; it is the highest compliment we can pay the Filipinos.

enough and strong enough to reduce our local irregularities to a minimum, and to see that both Americans and Filipinos are protected in equal rights of citizenship and that American capital, and all other capital, is made secure in the Philippines. If this can be brought about by any other form of government equally as good as a territorial form of government and equally as effective, it will be seen that Americans in the Philippines will be what all good Americans have been throughout history, loyal supporters of and lawabiding citizens under such a government.

In the meantime, we must not get excited because Americans in the Philippines express their opinions on such matters which it is their right to do, as it is the right of other citizens of this country.

If Americans can invest money in this country at a profit to themselves, Filipinos can do likewise. If large industrial developments are made by American capital, it means that thousands of Filipinos will prosper by such investments. Look at the recent development of cocoanut oil and true in respect to all enterprises requiring the investment of large sums of money.

No one has done more for the Filipinos than the American who has lived here for many years. The American individual has, with scarcely an exception, done more for the Filipinos than is generally known.

The American in the Philippines has, individually, been the greatest educator the Filipinos have had. Did these Americans rob and steal from the unsuspecting Filipino? No, they did not. Ask any Filipino in this country and he will tell you that he always received a "square deal" from Americans, whenever he appealed to them.

A few Americans have made money in the Philippines. Why should they not make money here as well as in the States, in Europe,



The Elks Club

or South America, or in any other country? No American has made money in the Philippines without working hard for it.

The local laws and the Government officials have not favored Americans. On the contrary, our American law makers and executives have taken the stand that the Americans were here to help educate the Filipinos, and that Americans should set an example to Filipinos, and if an American broke a law his offense was greater for that reason.

The American individual residing in the Philippines has always assented in this government in the only way a real American can assent in the governing of any people by living a life of obedience to law and order, and by doing business on the square.

After living in the Philippines for from 10 to 24 years, is it surprising that an American will form some ideas of what the country is like, and what the people are like and how poorly some of the government departments are run, and a few other ideas of the country and its people?

Americans in the United States who live in a city for a long time develop a certain civic pride for that city. Americans in the States also (after a few years' residence in any particular place) develop a pride in their county and their state. A man from California is a Californian all through, and one wants to be careful how he speaks of California when in his presence.



The Columbia Club

MANILA

The Army and Navy Club

What government on earth could be better than that? We Americans residing in the Philippines do not want laws enacted to favor us in the least. We are quite willing to see that any privilege granted to the American, be also granted to the Filipino; but we insist that this works both ways.

The Americans, believing that their Government is the best government in the world, naturally want to extend that government to the Philippines so that the Filipinos and local Americans may enjoy it together. The Americans in the Philippines are true and loyal friends of the Filipinos, regardless of what may be said to the contrary.

Political graft exists in all countries. The United States has its share of it, much to our regret and sorrow. What the Americans want in the Philippines is a government big

sugar. Wherever a sugar central is built, hundreds of Filipino planters are made happy by the increase in price of their sugar cane, and in the assurance of a ready market for cash. Advances of money to plant their crops are easily secured in such cases and at a moderate rate of interest. Compare that with the old method of pignorating their sugar to Chinese and local brokers who, in turn, sold to exporters at a profit to themselves. The price received by the planter under the old method was low and his market was uncertain. Advances for planting crops were obtained only by paying exorbitant rates of interest, often compounded monthly, running up to from 25% to 100% per year.

Ask any Filipino planter how he is treated by centrals controlled by American capital. He will tell you whether the Americans are a benefit or a hindrance to Filipino prosperity. What is true regarding sugar centrals is also

When this is true in the States, why should it be surprising to see American men and women, residing in the Philippines, show a civic pride for Manila, and a pride in the Philippines similar to that of a state pride in the mother country.

Above everything an American is an American and his national pride is one of his greatest virtues, but an American does not live who has no civic pride for his "Home town or State".

When Americans have this feeling about the Philippines, is it any wonder that they want to express it when they believe that their "City" or their "State" is being mismanaged? Could such an American stand by and say nothing when he honestly believed that well organized government bureaus, and government departments and government municipalities were going to pieces in the hands of inexperienced and many times incompetent office-holders, just because he happened to be an American and this "State" of his happens to be the Philippine Islands?

Every American resident in the Philippines has been proud of the economical, social, agricultural and commercial development of this country during the years of American occupation of these Islands.

We have been proud of every Filipino who has "come to the front" and who has made good as an executive in any department of government work or in other walks of life.

The Americans in the Philippines have encouraged and assisted in every way possible in developing individual Filipino ability whenever it showed itself, and have sung their praises to the world, whenever occasion offered.

Americans in the Philippines have all hoped that the day would come when Filipinos would be able to take over and operate the major portion of the government work of these Islands

Every time a step forward was made in this direction, the local Americans have felt that progress was being made in the right direction and we all felt proud of the work America was doing in our "Island Possession".

Every American in the Philippines has had these feelings and to say that he is against the progress of Filipinos is untrue and unjust.

If the government of the Philippines by Filipinos had been undertaken at a time when the people of this country had been reasonably prepared for such responsibilities, the Americans, like all good citizens, would have been patient and would have made "excuses" for the inexperience of honest endeavor, but when it seemed to them that almost every department, every bureau, and every municipality and even the judiciary was interfered with, and in most cases, dictated to by those immature in experience, why should these Americans as citizens sit still and say nothing?

When these same Americans have thousands and thousands of close, intimate friends among the Filipinos, and when they know that the personal and private opinions of these Filipino friends are in most cases the same as their own, it is quite clear that someone is "putting one over" on the Americans in the mother country when they claim that the Americans in the Philippine Islands have

"an axe to grind," and that opinions expressed by them on things Philippine, are not to be taken seriously.

Thousands of Filipinos look to the local Americans to tell what they know as these Filipinos do not care to speak out publicly for reasons known to all who live in this country. Is it playing the game square for our Americans in the States to believe that the Americans out here are unreliable and selfish, when honest expression of their views is given?

Any nation in the world, excepting America, would rely upon the opinions of its nationals who had spent most of their lives in this country. America is too quick to believe that an American is not an American if he does not live in the U.S.A.

Most of the nations of the world have built up their world-wide prestige through the agency of their nationals living and doing business in other countries. Our own country has not only neglected to use this powerful agency, but it has actually discredited its nationals in all parts of the world by having a weak foreign policy. America does not seem to protect or support its nationals in foreign countries, and this has been a cross to be borne by every American residing or doing business outside of his own country.

This weakness in our foreign policy regarding our nationals in other countries has made it seem possible, to certain factions, to discredit the Americans in the Philippines, thereby nullifying their expression of opinion when such a great and important question is up as that of the future policy of the United States in the Orient.

It seems ridiculous to a plain business man that a great nation, such as the United States of America, could lose sight of such an important matter as the power that would be hers if she would develop the interests of her nationals in countries outside her own borders, and use the knowledge gained by those nationals after years and years of struggle against heavy odds.

The logical thing for anyone to do when he desires information is to ask someone who knows. Why should a newspaper man (no matter how well he writes or how popular he may be) be allowed to come out to the Philippines, spend a few days or a week or so here, and then go home and tell millions of American readers all the "real dope" on the Philippine question? This newspaper man may have a great reputation as a writer. He goes home and writes and he signs his articles and great daily newspapers and monthly and weekly magazines publish the "stories," and our great American public "reads and believes" and because these writings say that the Americans of the P. I. are unreliable in their opinions it is made soand our dear public believes.

Is all this fair? Our editors who control the policy of such publications should not allow such things to be done unless they are playing politics and are interested in pulling off a campaign on some issue or other, and are indifferent to the facts stated so long as their object is attained.

### SEPTEMBER LUNCHEON MEETINGS

The greatest crowd which ever attended a luncheon meeting at the Chamber came out to pay tribute to Ex-Governor-General W. Cameron Forbes when he was the guest of the Chamber on Sept. 7th. One of the points he brought out in his speech which was enthusiastically received by those present was his statement that the Philippine Government should keep out of business.

On Sept. 14th, John H. Fowler, American Trade Commissioner on his way to the States after several years' investigation work in Dutch East Indies and the Straits Settlements, addressed the Chamber. He spoke most interestingly of the wonderful trade organizations built up by the Dutch and the British and pointed out some of the important lessons American firms could learn from them.

L. R. Cofer, Vice-President and Manager Foreign Department of the Wells Fargo Nevada National Bank, was the speaker at the Chamber luncheon on Sept. 21st. He spoke encouragingly on better business prospects in the near future, basing his talk on observations he had made during his recent trip to Java and the Federated Malay States. Mr. Cofer also pointed out the necessity of a Tourist Bureau for the Philippines.

### AMERICAN CHAMBER OF COMMERCE MEETING SCHEDULE

October 11th:

Meeting of the active membership with the Board of Directors.

October 18th:

Meeting of the Board of Directors. October 25th:

Meeting of the Board of Directors.

November 1st:

Meeting of the Board of Directors. November 8th:

Meeting of the active membership with the Board of Directors.

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AMERICAN CHAMBER OF COMMERCE Journal.

Per H. EDMUND BULLIS Editor.

Cedula, F-45668, Manila, P. I., Jan. 21, 1921.

Subscribed and sworn to before me this 19th day of September, 1921. My commission expires Dec. 31, 1922.

EWALD E. SELPH.

### The American Chamber of Commerce Journal

OFFICIAL ORGAN OF



COMMITTEE ON PUBLICATION OF JOURNAL

C. W. ROSENSTOCK, Chairman
H. EDMUND BULLIS, Editor and Business
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### EDITORIALS

### OUR COVER PAGE

DEMOCRATS as a political class have been rather unpopular in the Philippines for some time. There has been one exception made, however, and that is in the case of Acting Governor-General Charles E. Yeater. Last spring when Governor Yeater returned to the Philippine Islands, not from personal desires, but from his unselfish spirit of interest in the varied difficulties the Philippine Islands were in, he faced with his eyes open the hardest situation any chief executive of these Islands has ever faced. There was trouble everywhere for which he was not in any way responsible. He has been truly holding the breach until reinforcements could be sent.

The manner in which he has set out to straighten the many tangles left by his predecessor, the honest, fearless, and firm way in which he has dispatched the many unpleasant duties which have come up, have won for him the hearty approval and enthusiastic admiration of Filipinos and Americans alike. The most rabid Republicans have said, "Governor Yeater is one good Democrat," and to those who have lived in the l'hilippines during the past-eight years, this is real praise.

### WHY ALL THE PESSIMISM?

OUR new Governor-General is not only the greatest American Colonial Administrator, but, according to no less an authority than Lord Cromer, he is the greatest Colonial Administrator in the world today. It may be true that we are not going to have a Territorial Form of Government at present, it may be true that the Bureaus will not be Americanized, nevertheless, let us look at the bright side of things.

It is certain that Governor-General Wood will insist that the Government Departments shall be run efficiently and we as Americans can expect to receive through the influence of Governor Wood more consideration from both the Philippine and the United States Governments than we have had in the past.

Never before have the Philippines been so conspicuously in the eyes of the world. We have at least one bright year ahead of us during which time we must work with all our energy for a fixed Philippine policy which is so necessary.

Let us be optimistic and be thankful for our good fortunes rather than worry about what we have not obtained.

### REORGANIZATION OF PHILIPPINE COURTS NECESSARY

T is beyond dispute that since 1913 the L Courts, more especially the Justice of the Peace Courts and the Courts of First Instance, have lost much of the prestige formerly enjoyed by them. There exists today in the Philippine Islands a dangerous lack of confidence in this branch of the government. The feeling is widespread that, in many instances, incompetent men have been raised to judicial office and that the much prized independence of the judiciary is rapidly disappearing and in its place is developing a pernicious domination by the leaders of political factions. The assistance of Senators and Representatives as attorneys for one side or the other is considered a valuable asset regardless of the merits of the case. Many litigants feel insecure unless they can get some influential friend to "speak to the Judge". The present situation is, we believe, due to the action of the legislative department in its desire to dominate and control all of the governmental machinery. The first step to secure control of the Courts was taken early in the Harrison administration when by act of the Legislature all Courts of First Instance were declared vacant and the Judges were compelled to accept new appointments. The culmination of this policy is the Act of the Legislature at its last session requiring the Judges to submit to a form of lottery to determine their jurisdiction and granting to the Chief Executive the power to move Judges from place to place practically at pleasure. The salaries of Judges have been reduced far below the former figure. The practical result has been a lowering of standards. Many of the best Judges have withdrawn from the service and in many instances men of meager ability and attainments have been chosen to fill their places. Men worthy to hold the office cannot be induced to accept appointment to the bench principally because of the dependent position they would

One of the cases which has served to crystallize this feeling against the Courts is the case of Frank E. Burns. Burns was charged with having set fire to the automobile of one Pedro de la Cruz, a resident of Pambujan, Samar. The principal witness against Burns was a man named Breva who testified that

he assisted in the burning under promise of a reward. He testified that after the automobile was set on fire he ran away, but that Burns remained and that when he returned Burns was still at the place of the crime. Burns testified that he was in a house some distance from the fire sleeping at the time the fire broke out, and the fact that he was in this house on this night was not disputed. The Court refused to consider this testimony upon the ground that Burns was sleeping in the same room with a married woman, the Court ruling that this fact alone destroyed the presumption of innocence in favor of Burns. Based upon Breva's testimony the Court convicted Burns and sentenced him to twenty years imprisonment. Upon appeal to the Supreme Court this sentence was increased to life imprisonment, the judgment of the Supreme Court being based largely upon the findings of the Court of First Instance. Justice Malcolm wrote a vigorous dissent in which he characterizes the testimony as "flimsy and inconsistent" and as "coming from a polluted source". He intimates that the majority of the Court arrived at their conclusion "by free assumptions and inferences," and concludes that "Frank E. Burns is an innocent man".

Burns entered Bilibid prison on May 19, 1921, and three months later was granted an unconditional pardon by Governor Yeater. This pardon is a severe criticism of the action of the Courts. He finds that Breva's testimony "carries with it its own refutation and condemnation," part of his story being "false upon its face;" that "it is beyond belief". Breva's story that he ran away after Burns had set fire to the automobile, returning later to find Burns still near the scene of the fire is found by Governor Yeater to be "the climax of improbability". He states that the testimony of Breva is "a typical case of a falsely instructed and drilled witness".

Governor Yeater bases his pardon upon the identical evidence presented to the Courts and states that this was the third case in which he had been compelled to take similar action. He concludes by stating that the evidence was insufficient to constitute even a preponderance, much less proor beyond a reasonable doubt, and finds that Burns is innocent of the crime charged.

If the Burns case were unique comment would be unnecessary, but, unfortunately, it is not the only case of its kind. The number of cases arising in Governor Yeater's short term of office indicates that miscarriage of justice is too frequent and largely, we believe, through incompetence.

Governor-General Wood has indicated in no uncertain terms his policy regarding the Courts. The administration of justice must be speedy, fair, and impartial. The Courts must be free from interference by the other branches of the government. Judges must be secured who will command the respect of the people, whose ability and integrity will be above reproach. Incompetence must be reduced to a minimum. We believe that the carrying out of this policy is of vital

importance to every inhabitant of these Islands. While the Courts fail to command the respect of the public so long will graft, incompetence, and corruption govern the other governmental functions. We earnestly hope that Governor-General Wood will be given a free hand to rehabilitate the Courts and that his efforts will be crowned with success.

### ANOTHER STEP FORWARD

TOR many generations on Menco, one of the largest, most influence best known institutions of learning and of Philippines, has been administered by Spanish Jesuits. A few months ago, twenty-five American Jesuits were sent to the Philippines to reorganize the school along the efficient lines of the splendid Jesuit institutions in the United States.

The Americanization is in progress and Father Francis X. Byrne, who is in charge of the Ateneo, is proving himself to be a real American leader, interested not only in his own institution, but also interested and ready to help in all civic movements.

He is re-organizing the courses at the Ateneo so as to work in harmony with the University of the Philippines. Father Byrne is instituting plans to turn out fewer graduates but of a higher class and better educated, rather than a quantity of mediocre graduates.

The American Chamber of Commerce extends its best wishes to Father Byrne and his able American colleagues and its only regret is that this good work was not started twenty-three years ago.

### ROCKEFELLER PROMISES ASSISTANCE

SCIENTISTS tell us that white men are not fitted by nature to survive in the Tropics, yet, to look at a group of Americans at a Chamber luncheon, this statement would seem to be disproved. Comparing health conditions of the Philippine Islands with other tropical countries, we are very fortunate indeed.

With the announced intention of the Rockefeller Foundation to study tropical diseases in the Philippines and lay plans to combat them, backed by the interest of Governor-General Wood in health conditions, we will shortly have the opportunity to advertise the Philippines to the world as the ideal health resort.

### A TIP TO AMERICAN NEWSPAPERS

THE Philippines are to have another distinguished visitor for a short stay the latter part of the month, the Right Honorable the Viscount Northcliffe, the greatest newspaper owner in the world today. It is interesting to note that he believes the Philippines of sufficient importance to have a special correspondent stationed in Manila. Some of our American Syndicates of papers might well follow his example, instead of sending feature writers here for a few days to write up the Philippines. This latter method is very conducive to the giving of undue publicity to erroneous information.

### GAME FISHING IN THE PHILIPPINES

Courtesy Bureau of Science

### A FAIR CATCH OF GAME FISH

Fish No. 1, No. 4 and No. 10 are Sergeant fish, No. 2 and No. 8 are Pampano, No. 3, No. 5, No. 6 and No. 9 are Tanguingui, and No. 7 is a Bonito.

The greatest Game Fishing grounds in the world are in the Philippines.

The most widely known fishing club in the islands is composed of some twenty men from Cebu most of whom are connected with the Philippine Refining Corporation there. During the best fishing season, which is during December and January, this Club always has week-end fishing parties around Gato Island off the Leyte coast south of Masbate. Gato is a pinnacle rock on which nothing but a mountain goat could be comfortable, so the club house is on Carnasa Island, some eight or nine miles distant. This club house is about eight or nine hours' run by motor launch from Cebu. The catches made around Gato Island would put the records of the game fishing grounds around the Hawaiian Islands, around the Catalina Islands, and in the Gulf of Mexico. to shame.

North of Carnasa Island at Manocmanoc Shoal, at Tanguingui Island and on the shoal about half way between Tanguingui and Bantayan, splendid fishing for baracuda, pampano, sea bass, tanguingui, lapulapu, rompecandado and other game fish is to be had.

Frederick Worcester, son of Dean Worcester, the greatest enthusiast as well as the

best authority on game fishing in the Philippines, caught five hundred and eight pounds of game fish, chiefly tanguingui at Tanguingui Island in one day. He and a companion took two baracuda which weighed fifty and forty-seven pounds respectively on a double strike. Last year, off the Bohol reefs, one ninety-two pound pampano and a ninety-two and one-half pound pampano were caught. Excellent catches have been made at Malampaya Sound, north of Palawan coast, Taytay Bay, Apo Island Reef, off Mindoro, Los Frailes near Subic Bay and in various other parts of the Archipelago. In fact, there will undoubtedly be many new fishing grounds found as more enthusiastic disciples of Isaac Walton make their way to the Philippines.

Unfortunately, it is not very easy at present for people who do not own their own boats to fish for game fish. Arrangements can be made at Cebu with Mr. Kellogg, formerly engineer of the motor yacht Messenger, to take out fishing parties. Mr. Kellogg is an expert fisherman, knows the game fish grounds thoroughly, and has now gone into the fishing business. He has equipped a schooner with a refrigeration plant, and makes Cebu the base of his operations.

If there is ever a tourist bureau organized here, game fishing can be made one of our greatest attractions to tourists.

### A PLEA FOR A PHILIPPINE COURT OF CLAIMS

By FREDERIC C. FISHER,

Formerly Justice of the Supreme Court of the Philippine Islands

\*HE tendency of modern times is for governments to extend their activities into spheres which were, but a few years ago, the exclusive domain of private enterprise. Our own government is no exception to the rule. In the Philippines we find the Insular Government, through its post office department, engages not only in the transportation of mail, but in the transmission of telegrams for the general public (Ad. Code, Sec. 1978); through the same department it maintains a postal savings bank, receiving deposits which it contracts to return with interest and making loans to private persons of the funds so received (Ad. Code, Sec. 1986 et seq.); it operates steamships for commercial purposes, and transports, under contract, both freight and passengers; it undertakes, through the Bureau of Public Works, the execution of building contracts for private persons (Ad. Code, Sec. 1902); it manufactures and sells ice (Ad. Code, Sec. 2055); it enters into contracts with steamship companies for the transportation of government freight and passengers (Ad. Code, Sec. 2672); through its Bureau of Supply it makes contracts for the purchase of enormous quantities of merchandise (Ad. Code, Sec. 1041); it has become a stockholder in the Manila Railroad Company (Act 2574), and in the Philippine National Bank (Act 2612). This enumeration of its contractual activities is far from exhaustive but is quite sufficient to show that our government is daily brought into contractual relations with a great many private individuals and corporations.

It is natural to suppose, and it is a fact, that in the performance and interpretation of these contracts, differences arise between the government officials whose duty it is to administer the various executive departments and bureaus of the government, and the private individuals with whom they have been made. When such questions arise the natural assumption of the citizen is that he is not bound to accept as final the refusal of the government official to pay what he deems to be due him. He knows that if he has such a dispute concerning the true meaning of any contract of a similar nature with a private individual or corporation, he may apply to the courts for justice and redress. When his attorney informs him that as against the Insular Government he is wholly without redress, except such as his debtor may voluntarily accord him, his natural attitude is one of surprise and incredulity. His surprise increases when he is informed that he may sue municipalities (Ad. Code, Sec. 2165) or provinces (Ad. Code, Sec. 2067) upon such contracts as he may make with them, and that the Insular Government may sue him, in contract or in tort, but that he cannot sue the Insular Government—unless authorized

by a special act of the legislature—no matter how obviously unfair may be the refusal of the government officials to respect the obligations derived from the contract. When in addition to this he is informed that the Government of the United States permits itself to be sued upon its contracts, and that the governments of the leading countries of Europe are equally liberal, he naturally infers that the situation is one which calls for a remedy at the hands of the legislature.

The theory that a sovereign government may not be sued in its own courts is a survival of the ancient theory that the king was the state, and that the king could do no evil. (Langford vs. U. S., 101 U. S. 342; U. S. vs Lee, 106 U. S. 207.) Under the monarchical system it was deemed unseemly that the crowned head of the state should be called to the bar of his own court to respond before the judges holding his commission for alleged unlawful conduct imputed to him by a subject. Whether such theory can properly be made applicable by analogy to a democratic government, created by the will of its citizens, may well be doubted. In fact, in one of the earliest pronouncements of the Supreme Court of the United States (Chisholm vs. Georgia, 2 Dallas, 420) some doubt is expressed as to its applicability; but when the question was squarely presented, the immunity of the United States to suit, as an incident to its sovereignty, was established beyond dispute. In the case of Cohens vs. Virginia (6 Wheaton 264), Chief Justice Marshall accepted as axiomatic the

"general proposition that a sovereign state is not suable without its own consent."

Since that decision was rendered, in 1821, the principle therein recognized has never been seriously questioned.

The practical result of this ruling was that creditors of the United States were wholly without adequate remedy in the event of a refusal on the part of the administrative officers of the government to recognize the justice of their claims. It is true that they might petition Congress for relief, and that if the legislature could be induced to heed the prayer, or act upon the report of its committee, a bill for the payment of the claim might be enacted into law; but as a rule the creditor clamored in vain for justice, and his claim against the government, instead of being an asset, was a liability. The natural presumption-doubtless warranted in the majority of cases-was that the administrative officials were right; and Congress had many more important and pressing duties to perform than the hearing and determination of private claims.

The republic had been in existence for nearly three quarters of a century before an

attempt was made to remedy the intolerable injustice of a system under which the citizen was denied even the poor privilege of a right to be heard in support of his claim against his government. Then, by the Act of February 24, 1855, Congress created a Court of Claims and conferred upon it jurisdiction to hear and determine

"... claims founded ..... upon any contract, express or implied, with the Government of the United States..."

Since then, by successive amendments, the jurisdiction of the Court of Claims has been defined, and its usefulness extended. As now organized, the legislative authority under which the Court exists is embodied in Chapter Seven of the Federal Judicial Code (Act of Congress of March 3, 1911). It is composed of a chief justice and four associate justices appointed by the President with the consent of the Senate; it holds its sessions in the City of Washington; it is a court of strictly limited jurisdiction, its authority being confined to

- (a) Claims founded upon the constitution of the United States or any law of Congress; or any regulation of an executive department;
- (b) Claims arising from contract, express or implied, with the Government of the United States, or for damages liquidated or unliquidated in cases not sounding in tort;
- (c) Claims in favor of the United States, liquidated or unliquidated, against any claimant suing the government in the Court of Claims:
- (d) Claims pending in any executive department involving controverted questions of law or fact which the head of such department may see fit to transmit to the Court.

The Government of the United States may appeal to the Supreme Court from all judgments which are adverse to it and the claimant enjoys the same right of appeal, in all cases in which the judgment is unfavorable to him, if the amount in controversy exceeds \$3,000.00. (Judicial Code, Sec. 242.) It is the duty of the Attorney-General of the United States to appear on behalf of the government in all suits brought against it in the Court of Claims, and to report to Congress all final judgments rendered upon such claims, Final judgments in favor of the claimant are paid out of the funds appropriated by Congress for that purpose from time to time.

The Court of Claims has power to hear and decide all claims falling within its jurisdiction, regardless of the amount involved. As the Court sits only in the City of Washington, however, it was found that with respect to claims of comparatively small importance the inconvenience and the cost to suitors residing in distant parts of the country were so great that they were practi-

cally deprived of the benefits of the privilege which it was intended to confer upon them. To remove this defect, Congress, in 1887, conferred upon the Federal district courts original jurisdiction over claims not exceeding \$1,000.00, and upon the circuit courts original jurisdiction over claims exceeding \$1,000.00 and not exceeding \$10,000.00; this jurisdiction being concurrent with that of the Court of Claims. The Judicial Code abolished the circuit courts, and original jurisdiction, concurrent with the Court of Claims, is now vested in the district courts to hear and decide suits against the United States in which the matter in controversy does not involve more than \$10,000. (Judicial Code, par. 24, clause 20.) ,

It will be noted that the jurisdiction thus conferred upon the Court of Claims and the district courts does not extend to claims based upon tort. The United States is not legally liable for torts committed by its officials or agents even when acting in their official capacity. The remedy of the citizen who is injured by such unlawful acts of a government official is to bring a suit against the offending officer. In the case of Gibbons vs. the United States (8 Wall. 275) the Supreme Court of the United States said that a policy imposed by necessity forbids that the United States

"should hold themselves liable for wrongs inflicted by their officers upon the citizen, although occurring while engaged in the discharge of their official duties."

In the case of Schullinger vs. the United States (155 U. S. 157), the Court said that "Some element of contractual liability must lie at the foundation of every action..."

brought against the government in the Court of Claims.

It is obvious from what has been said in this brief outline of the American system of dealing with claims against the government, that a judgment of the court upon a claim against the government differs from a judgment against a private individual or corporation, in that no machinery is provided by which the Court can by compulsory process enforce compliance with its decree. The judgment is in effect merely a declaration of the respective legal rights of the claimant and of the government, and if in favor of the claimant, a recommendation that the legislature make provision for the payment of the debt by appropriating funds with which to pay it. Nevertheless, the advantage to the claimant of his opportunity to present his demand to a tribunal whose duty it is to hear him and his evidence, and to make a judicial declaration of the legal validity of his demand, is extremely valuable. No administrative official, however well he may be qualified by his professional attainments to pass upon the legal merits or demerits of claims against the government, has the means for ascertaining the true facts upon which the correct solution of the controversy depends which is enjoyed by a tribunal conducting its inquiry in accordance with the orderly procedure of a court of justice. With

the seal of approval of such a tribunal, particularly when the case has been decided in the last instance by the Supreme Court, his claim is one which must merit the attention of the legislature, which is always disposed to make provision for the payment of the just debts of the government, but which is rarely able to afford the time to conduct such an inquiry as is necessary, in most instances, to enable it to distinguish between those claims which are just and those which are without merit.

The Law of the Philippine Islands: Before entering upon a consideration of the law now in force in the Philippine Islands regarding the investigation and allowance of claims of private individuals against the Insular Government, it may be well to cast a glance at the practice in such matters of the government which was maintained here under the sovereingty of Spain.

The law of September 13, 1888, conferred upon the *Tribunal de lo Contencioso-Administrativo* jurisdiction over the demands of the government against private individuals, and of all private individuals against the government arising under the administrative laws in force, and in particular over

"all matters concerning the performance, interpretation, revision and effects of contracts made by the central government, provinces and municipalities for public works and services of all kinds."

### Alcubilla, Vol. 7, 194.

The Law of September 13, 1888, enacted for the Peninsula, was extended to the Philippine Islands by the Royal Decree of November 23, 1888, published in the Manila Gazette of January 23, 1889.

This Act and the regulation of December 29, 1890, provided a complete system of procedure for the trial and decision, by the administrative court, of claims against the government arising from contract or statutory enactment. The method of procedure was judicial and the parties were entitled as of right to be heard in person and by counsel. The decision of the Court was in the form of a judgment upon the issues of law and fact presented by the pleadings. If the Court decided in favor of the plaintiff, the law directed that provision be made for the payment of the judgment by the appropriation of funds for that purpose. While the system was cumbersome and complicated, and the prevailing opinion of competent authorities seemed to be that it would have been far better to have allowed such inquiries to be made by the ordinary courts, it at least gave the citizen the right to be heard and to have his claim reduced to judgment. This court was in existence down to the end of the Spanish régime in the Philippines, and the cases then pending before it for decision were transferred to the present Supreme Court for final determination. (Act 136, Sec. 38.)

While Act 136 and its amendments confer general jurisdiction upon the Courts of First Instance, there is no express grant of authority to them to entertain suits against the Philippine Insular Government. Our Supreme

Court has held that without such express grant the Courts have no jurisdiction to entertain actions against the Philippine Government. In the case of Merritt vs. the Government of the Philippine Islands (34 Phil. Rep. 311) in which a suit for damages against the Government was brought under the special authority of Act 2457, the Court said:

"All admit that the Insular Government cannot be sued by an individual without its consent . . . the consent of the Government to be sued was entirely voluntary..."

This ruling, which has never been questioned, is in harmony with the opinion of the Court regarding the quasi sovereign nature of the Philippine Government as expounded in the important case of the United States vs. Bull, (15 P. R. 77). That the Legislature fully concurs in the view that the Government is immune from suits without its express consent, is shown by the fact that on several occasions on which it has been deemed proper to submit to the courts for determination claims of private individuals against it, jurisdiction for such purpose has been conferred by special enabling acts. On the other hand, the Insular Government has freely availed itself of its unquestioned right to sue private individuals or corporations in its own courts.

In a limited class of cases, all relating to the revenue, the Government in effect permits itself to be sued by authorizing actions against certain executive officers in their official capacities. Thus by Section 1383 et seq. of the Administrative Code of 1917. the decisions of the Insular Collector of Customs in any matter brought before him upon protest or upon any case of seizure of property for the enforcement of the revenue laws, may be removed for a review by the party aggrieved, to the Court of First Instance of the City of Manila. The decision of that Court upon the matters so brought before it are subject to "appeal to the Supreme Court by either party as in other cases." (Ad. Code, Sec. 1391.)

In like manner, by the express authority of Sec. 1579 of the Administrative Code of 1917, when internal revenue or other taxes are paid under protest to the Collector of Internal Revenue, the party protesting may sue that official for the recovery of the protested payment and the Collector is authorized (Ad. Code, Sec. 1583) to satisfy out of government funds any judgment which may be rendered against him in such suits, subject to certain limitations established by the statute.

Other claims against the Insular Government are allowed or disallowed by the Insular Auditor. (Ad. Code, Sec. 584.) No procedure is provided for the presentation of such claims, or for the taking of evidence in the event of a dispute arising with respect to some matter of fact. While the Auditor acts in a quasi-judicial capacity, and the settlement of such claims may involve the consideration of difficult questions of law, the Auditor is not required to possess any legal knowledge or ability as a qualification for

appointment. True it is that he may take the advice of the Attorney-General, but it is obvious that it is unfair to leave the practical determination of the plaintiff's case to the lawyer for the defendant. True it is also, that from the Auditor's decision an appeal may be taken to the Governor-General; but can this busy executive be expected to devote to the considerations of contraverted legal questions the attention and care which their importance may well warrant?

The practical effect of the administrative system of determining disputes between the Government and its creditors is that the inquiry is an ex parte one, in which the creditor is not entitled, as of right, to a hearing in person or by counsel; in which the facts upon which the Auditor bases his conclusions may be, and in fact usually are, based upon the unsworn statements of witnesses whom the claimant may never see, much less subject to cross-examination.

The Supreme Court in the recent case of Compañía General de Tabacos, etc., v. French (16 O. G. 1880) held that the Auditor was without legal authority to offset against a liquidated and audited claim against the Government, an unliquidated claim in favor of the Government; and that he may be compelled by mandamus to pay a liquidated and audited claim for which an appropriation has been made. This is a step in advance; but it still leaves the Government's creditors without remedy in a multitude of cases.

It is true, of course, that persons dealing with the Government might protect them-

selves by refusing to give it credit. In the cited case of Compañía General de Tabacos, etc., v. French, the Philippine Supreme Court said:

"It is, of course, obvious, that in normal times no one is under legal duty to extend credit to the Government, whether it be for the sale of merchandise or for its transportation. Had the petitioner in this case demanded that it be paid in advance before accepting Government cargo for transportation, its demand would have been wholly justifiable, just as would be a like demand for cash by a merchant asked to sell to the Government the goods on his shelf."

But this is not a practical solution. In the vast majority of instances the Government pays its debts. The Legislature makes the necessary appropriations, and its officials endeavor fairly and honestly to discharge the duties imposed upon them in the disbursement of these funds. Nevertheless they are not infallible, and the result is that injustices frequently occur.

It may be answered that admitting that administrative officers may err, infallibility is not an attribute of courts. That is true; but the courts have the advantage over administrative officials, no matter how zealous or honest, of adequate procedure for the ascertainment of the facts, and practice in the impartial application of the law to the facts when ascertained. Furthermore, the courts enjoy the confidence of the people in the settlement of mooted legal questions to a degree naturally not enjoyed by the adminis-

trative officials. For instance, suppose that it were to be proposed to deprive the courts of their power to review the decisions of the Collector of Internal Revenue in regard to the legality of tax payments exacted by him, and to vest final jurisdiction over such matter in the Auditor. Would such a proposal be supported by the bar, or by the tax-paying public? Certainly not! Taxpayers and lawyers alike would say that they vastly prefer that the validity of the rulings of the tax-collecting officials be decided by the courts rather than by another administrative official.

The remedy for the present unsatisfactory condition of affairs is for the Legislature to pass a law vesting the proper Court of First Instance with jurisdiction to entertain suits against the Insular Government upon causes of action arising from contract or statute, subject to the right of either party to appeal to the Supreme Court. It would probably be found more convenient to limit jurisdiction over cases of this character to the Court of First Instance of Manila, as the Attorney-General, whose duty it would be to appear on behalf of the Government, resides in Manila. The grant should direct that all final decisions in such cases should be certified to the Legislature, for appropriate action.

Were such an Act to be passed it would open the courts to a class of claimants who are now deprived of any opportunity to be heard, and would put the administration of justice in the Philippine Islands upon a level in this respect with that of the United States and of the most advanced countries of Europe.

### RESOLUTIONS OF THE CHAMBER

RESOLUTION ADOPTED BY THE HEMP COMMITTEE ON SEPTEMBER 9, 1921.

"That it is the opinion of the Hemp Committee that the Government should not enter into or interfere with the hemp trade in any way."

RESOLUTION OF BUILDING COM-MITTEE; PASSED SEPTEMBER 16. 1921.

"That this Committee report back to the Board of Directors as follows:

- 1. That many offers of building sites have been received, some clearly unacceptable, some good, but apparently held at unreasonable prices, and many worthy of further consideration. This Committee is of the opinion that the proposed enterprise is one which would be apt to be profitable and it is on other grounds as well, one to be encouraged if possible, but that political conditions may not only preclude profits but jeopardize the capital investment as well. Wherefore, this Committee recommends:
- 2. That this report be received and the Committee discharged, and in its place three other interlocking committees of not more than five members each be constituted for the following purposes:

- The first committee to continue the study of possible sites and to recommend which site, if any, should be purchased and on what terms.
- 4. The second committee to make all possible study and examination of the political situation immediate and prospective. The present Committee is of the opinion that if the political situation of the recent past is at all apt to continue for a considerable period, it would be highly inexpedient even to consider the investment of perhaps two million pesos in any office building at Manila, but that if there is any real prospect of permanent and stable political conditions being established in the Philippine Islands in the near future, and especially if due assurances to that effect are obtainable, it would be wise to embark upon the enterprise.
- 5. The third committee, when and if advised by the first committee of the probable cost, and by the second committee that the investment would be reasonably safe, to formulate ways and means of financing such an enterprise with estimates of cost and income complete.
- 6. That the first and second committees be directed to report within 60 days after their appointment and the third committee within 30 days thereafter.

THE CHAMBER'S POSITION ON THE EDUCATION OF AMERICAN CHIL-DREN IN THE PHILIPPINES

THE following resolutions have been adopted by the Board of Directors of the American Chamber of Commerce of the Philippine Islands:

WHEREAS, the President of this Chamber has received from certain members of the local American community copies of certain correspondence between them and the Government of the Philippine Islands, concerning school facilities for American children in the Philippine Islands, and requesting that this Chamber investigate the same, which copies of the said correspondence were referred to the Educational Committee of this Chamber for study of and report on the subject matter of the said correspondence; and

WHEREAS, the report of the said committee on its findings in the premise now before this Chamber shows:

1. That the Central School situated on Taft Avenue, the only public school in the Philippines which makes any pretense at offering school facilities suitable for American children, does not and under present conditions cannot meet the educational needs of the children of the American community, neither being organized and conducted as an

exclusively American school nor, as now organized and conducted, having room or accommodations for much more than one-half the children of the local American community.

- 2. That the need of a school in Manila, for American children designed to achieve American school ends in an American way has been felt so keenly by the parents of American children that a number of private individuals in an effort to supply the educational needs of these children have organized the American School Incorporated, provided a corps of teachers and shouldered an enormous burden of private expense in addition to the regular taxes imposed on them by the Government, for school purposes.
- That the situation vitally affects the American community and threatens such grave loss to the moral and material interests of Americans here as is not to be endured.
- 4. That the Director of Education is powerless to remedy the situation.
- 5. That American children cannot be educated to the best advantage to themselves or of the Government, in schools designed and organized to form a part of the regular school system of the Philippines, and to prepare for entrance into the advanced schools and colleges of the country nor in schools to which children with a background and language preparation other than English are admitted or continued.
- 6. That the number of American children entitled to school privileges in Manila is large enough to require an entire building for their accommodation, and, were these children given a separate building, the expense of the same would be practically no greater than if they were admitted to the various schools of the city which are working along a course of study intended to lead to the advanced schools and colleges of the Philippines.
- 7. That the most suitable location for an American school is the site occupied by the Central School, on Taft Avenue, in Manila, and the building occupied by that school could more easily than any other be adapted to the uses of an American school, as this building was originally built for this purpose.
- 8. That it would be advisable, in addition to such a school being under the Bureau of Education of the Philippines, that there should be an advisory Board of Americans appointed annually by the Governor-General from among those of the community who are conversant with American school management.
- 9. That Americans, residing in the Philippines, are entitled to a school suitable for their children, out of the taxes now being paid by them.

WHEREAS, it is too self-evident to need argument that the free public school is the corner stone of our Republic, it being a fundamental duty and a basic prerogative of the American citizen to educate his children in such a school in the essentials of Americanism, and, reciprocally, the duty of the American Government to provide such a school for the

citizen when possible wherever the duties of citizenship shall call him; and

WHEREAS, the Philippines is American territory and Americans avoid none of their obligations and lose none of their prerogatives as citizens by coming to the Philippines; and

Whereas, it was the intention of the American Government when it instituted the present government of the Philippine Islands that the said Government of the Philippine Islands should discharge toward all Americans then residing in or who should thereafter reside in the Philippines during the continuance of American sovereignty in the Islands, many of the obligations of the American Government with respect to such Americans, including the providing of American school facilities for their children; and

WHEREAS, the interests of the American Government and those of American commerce as well as those of the local American community demand the residence in the Philippines for long periods of time of Americans of mature years, with experience in the affairs of Government and in those of business; and

WHEREAS, such Americans are usually men and women with growing families to educate; and

WHEREAS, it is impossible to induce such men and women to remain in places where there are no American Schools in which to educate their children in an American way for the reasons that, as a rule, they cannot afford to send their children to the United States to educate them and that, even could they afford such expense, it is a general American practice to retain the children in the home during the early years of their education and not to separate them from their parents except under extremely urgent circumstances; and

WHEREAS, there is nothing inherent in the situation here that makes it either morally or physically impossible for the Government, without injustice to anyone, to provide a purely American school for American children in Manila, of a character and capacity adequate to meet all the educational needs of such children; and

WHEREAS, the Government has not yet established such a school; and

WHEREAS, the present situation, if not remedied, will grow more intolerable for Americans from year to year as the local American community increases in size;

Now, therefore, by the Board of Directors of the American Chamber of Commerce of the Philippine Islands,

BE IT RESOLVED, That this Chamber demand and hereby does demand, as a matter of right due to Americans residing in the Philippine Islands, that the Government at once establish, at a suitable place in Manila, an American public school with American teachers with a curriculum based on the entrance requirements of advanced schools and colleges in the United States, and with a building adequate to accommodate all American children of school age who shall desire to attend it, to be maintained and conducted exclusively for American children; and

BE IT FURTHER RESOLVED, That this Chamber request and hereby does request the Government, that, upon the establishment of the said American public school, as a matter of policy, an Advisory Board be appointed by the Governor-General from among Americans residing in Manila to cooperate with the Bureau of Education in the management of the said school; and

BE IT FURTHER RESOLVED, That this Chamber is ready and willing to cooperate with and assist the Government in every practical way in establishing and maintaining the said American public school; and

BE IT FURTHER RESOLVED, That Messrs. C. M. Cotterman and C. W. Rosenstock be appointed a committee in representation of this Chamber, to present a copy of these resolutions and their preamble to the Governor-General of the Philippine Islands and be given to the public press.

Manila, August 23, 1921.

I certify that the above is a true copy of a resolution passed by this Chamber on the date above-mentioned.

H. I. Mozingo,

Secretary.

GOVERNÖR-GENERAL YEATER SHOWS INTEREST IN SCHOOL RESOLUTION Manila, September 22, 1921.

DEAR SIR:

Referring to the resolutions of the American Chamber of Commerce relative to the necessity of a separate school for American children wherein they can be prepared by appropriate articulating courses of study for entrance in higher institutions of learning in the United States, I have to say that I agree in principle with what is set forth therein. I have referred the same to the Director of Education asking him to report the details of the steps necessary to accomplish this end. I expect later to furnish a copy of the indorsement thus requested from the Director of Education to your office.

Very respectfully,

CHARLES E. YEATER,

Acting Governor-General.

Mr. H. I. Mozingo, Secretary, American Chamber of Commerce, Manila.

OFFICE OF THE GOVERNOR-GENERAL OF THE

PHILIPPINE ISLANDS

1st Indorsement
Manila, Sept. 22, 1921

Respectfully referred to the Director of Education, Manila, asking that he make a report to the undersigned as to the practical method as steps to be taken to reestablish an American school in Manila which will interlock with higher institutions of learning in the United States.

CHARLES E. YEATER,
Acting Governor-General.

### CHAMBER NOTES

Over 750 Americans attended the Charity Cabaret at Lerma on Saturday, October 8th, and helped swell the fund for Indigent Americans by about \$\mathcal{P}\circ\$0,000.

A great deal of credit is due Julian Wolfson and his hard working assistants.

Luncheons at Chamber are becoming more popular. Since Mrs. Larsen has been directing the Chamber Dining Room, the improvement in the service has been very marked and the daily attendance for September averaged over 50. Drop in and try a luncheon.

An American business man of Manila will leave for New York in November by way of Java, Straits Settlements, India, and Europe. He will be glad to accept any commission which will help defray his expenses. Details can be had from Secretary or Editor of Journal.

Business men in Manila on the whole are a trifle more optimistic than they have been for many months. Retail business has become a little better, copra market has become a little livelier, there has been more of a demand for hemp, cigarette business a little more hopeful. We have a long way yet to go to reach normal, but nevertheless we are very slowly on the way.

The proposed luxury taxes, which, if put in effect, will greatly increase the amount of taxes raised in the Philippines, have become a sore spot to the merchants who have looked into the proposals. The Chamber has a complete copy of the recommendations on file. Drop in and look this voluminous document over.

F. R. Eldredge, Jr., Chief Far Eastern Division, U.S. Department of Commerce will visit Manila with the San Francisco Chamber of Commerce Party next month.

Advices from Shanghai state that piece-goods business is picking up in China.

President Harding sent the following cable to General Wood a few days ago:

"I wish to express my and my country's satisfaction at knowing you are to assume civil authority in the Philippines and that your retirement from a brilliant career in the Army does not end your services to your country. Most cordial wishes."

On October 8th the U. S. Shipping Board underbid British Cotton Rates from Alexandria, Egypt, to U. S. Ports. This will undoubtedly cause many consignments of cotton to be shipped in American bottoms, which will break all previous precedents.

Interest rates have been lowered in Japan.

American Exports for the year ending June 30th, 1921, as compared with the year ending June 30th, 1920, show the following aggregate values:

· in aco	1921	1920
China	\$138,282,785	\$119,276,828
British India	92,549,584	79,143,036
Dutch East Indies	61,180,547	45,647,245
Australia	120,985,720	85,785,174
Philippines	85,925,044	71,009,094
Japan	189,181,551	453,098,063

It is interesting to note that all the Oriental countries, except Japan, showed an increase in trade in spite of the very great business depression. The trade of the United States with Europe and South America fell off greatly during the same period.

Anyone having any vacancies for Americans call 1156 and ask for Mr. A. Shipull who is in charge of the Chamber's employment bureau.

The official report of the Commercial Commission from the Pacific Northwest made the following mention of their welcome in Manila: "Arrival at Manila.

"When the Wenatchee approached Manila the members of the delegation believed they had already received so much hospitality and the schedule had been altered to such an extent that the occasion for public receptions and attention had passed. They supposed that the shortened time announced for the Manila stop, the late arrival, and the absence of a portion of the party would be sufficient to cancel whatever plans Manila might have had in contemplation. As a matter of fact, they very much hoped this would be the case and that they individually would be free to arrange such itineraries as they desired.

### "A Rousing Welcome.

"But when the welcome began they found they had nothing to say about it. For overwhelming cordiality, completeness of program, attention to detail, and yet freedom of choice so that no one felt under obligations to do what did not appeal to him or what might interfere with his private arrangements, the Manila people surpassed everything any member of the delegation had ever encountered. The party felt as if it had been mistaken for some aggregation of powerful potentates instead of a commercial commission conveying good will and emphasizing the new American passenger steamship connection between the Pacific Northwest and the Philippines.

"And the visitors all liked it. They could not help doing so. The attentions, tendered with wholesome, homelike spirit by the Americans, and exquisite courtesy, of which the natives are masters, proved a delight. From the time the ship, outside the breakwater, was going through quarantine inspection while numerous launches with large

welcome signs to the 'Delegation from the Chambers of Commerce of the Pacific Northwest,' danced on the waves, bearing the committees of leading Americans and Filipinos of Manila waiting to board the vessel, until the famous constabulary band played a farewell concert on the deck the evening of sailing, the time spent in the Philippines was a series of pleasant experiences.

"The American Chamber of Commerce took the lead in organizing the program. It was actively assisted by the Chamber of Commerce of the Philippine Islands, which is the organization of native business men; by the Manila Rotary Club; by the Insular government and every one who might have had occasion to be called upon. They were all genuinely glad to welcome a group of Americans on a commercial mission."

The official report further states:

"All agree-resident Americans who feel that the United States should take a firm hold of government affairs in the islands, and natives who are eager for complete independence-on the one point that the present poorly defined status of affairs is not only unsatisfactory but intolerable. It is a condition of uncertainty that paralyzes business and civic progress. The Americans of Manila, who are confronted with a serious problem and feel that they should be heard by our government, stated their case to the delegation with great earnestness and feeling. The plea did not have altogether an unfamiliar sound to the visitors from the Pacific Northwest for the reason that in many respects it was an echo of the cry of the pioneer of Alaska for a hearing and recognition of his problems by the government at Washington. This plea was deeply impressive.

"And, without presuming to recommend in ·advance of the conclusions of the Wood-Forbes mission, as a commercial delegation we cannot refrain from making this comment and query. Successful maintenance of American commerce and influence in the Far East demands that we have a base of our own-a commercial base always and a military base so long as armament plays a part in the affairs of nations. In Manila we have such a base. Strategically it is one of the best in all the Orient. Why should it be given up? Whatever the decision of the Wood-Forbes mission and whatever policy may be adopted by our government with reference to the immediate and permanent future of the Philippines, we believe the commercial interests of America and, more than that, the peace of the world, call for the retention of an American commercial base at Manila from which American firms and American shipping may operate without being subject to the jurisdiction or requirements of any other nation."

# CUSTOMS ANALYSIS FOR AUGUST, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

Currency
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Values of

ARTICLE	1913	1920	1921	ARTICLE	1913	1920	1921
Copra	₱1 007 450	87 000	<b>1</b> 848 013	Thomasilone	0000	907	000
Conta meal	001,177,11	746 143	11,040,11	rang-nang	010,62	001,11	080'/
	12 750	73 433	102,304	Fearl Duttons	18,180	137,150	13,209
Outage	12,738	12,433	617,16	Sesame seed		82	6,219
Cloth, cotton, etc.	1,030	59,577	2,798	Shells, all kinds	66,754	24,937	50,186
Embroideries	28,252	1,400,320	640,284	Sugar:			
Fish and fish products	7,428	14,201	15,007	Centrifugal		805,094	2,927,578
Fruits	36		12	Raw	2,286,248	6,593,119	1,651,888
Furniture	2,968	088'9	8,012	Tobacco:			
Gums and resins:				Cigars	390,736	2,972,876	607.735
Copal	21,872	59,856	6,130	Cigarettes	9,214	31,756	7.711
Elemi	1,800	12,250		Leaf tobacco	247,962	1.033,114	1.132,396
Gutta-percha	13,278	8,733		All other tobacco	8,318	5,949	54,008
Rubber, crude	346	23,500	2,500	Soap.		310	
Hats	59,950	92,670	23,400	All other domestic exports	158,046	136,334	144.355
Hemp, knotted	79,094		8,944				
Hemp, all grades	4,552,852	5,740,324	1,693,598	TOTAL DOMESTIC EXPORTS	P10,119,454	₱21,887,798	₱13,387.659
Maguey, all grades	56,794	163,356	90,357				
Sisal, all grades			3,094	United States products	10,726	375,585	160,188
Hides and skins	3,786	1,839	985	Other countries' products	51,796	50,673	60,538
Lumber, all kinds	24,356	248,122	174,688				
Malt liquors	4,676	18,576	2,100	Total foreign exports	₱ 62,522	₱ 426,258	₱ 220,726
Coconut	3,200	1,887,195	2,039, <b>6</b> 92	TOTAL EXPORTS	<b>P</b> 10,181,976	<b>P</b> 22,314,056	<b>P</b> 13,608,385
	Values of Total 1	rade by Countries	for the Month of A	Values of Total Trade by Countries for the Month of August, 1913, 1920, and 1921, in Philippine Currency	rency		
COUNTRY	1913	1920	1921	COUNTRY	1913	1920	1921
United States.	₱ 6,879,030	₱27,453,323	₱22.805.159	France	₱ 1 353 350	<b>*</b> 338 655	0070#
Hawaii	73,686	51,861	93,703	Belgium	200,000,1	2808	004'617 T
Guam	6,394	107,712	49,570	French East Indies	356.548	557 464	336 344
Japan	2,126,990	3,301,527	2,893,145	Switzerland.	111.306	124 902	203,033
United Kingdom	2,885,928	2,057,867	1,096,981	Siam.	64,290	2.159.786	121 718
China	344,698	3,047,061	2,884,315	Netherlands	61,568	22,803	152,702
Spain.	610,282	1,105,180	1,044,238	Germany	728,288	16,486	1,423,066
Hongkong	208,474	429,030	656,788	Italy	115,684	41,769	5,773
British East Indies	383,884	367,233	276,100	Japanese China	20,502	14,176	98,172
Dutch East Indies	124,630	501,049	1,203,574	Other countries	88,862	31,830	409,450
Australasia	573,194	1,044,599	00/,120	ŧ			
Canada	980	18,433	005,90	IOTAL	<b>P</b> 17,276,550	<b>P</b> 42,798,666	<b>P</b> 36,877,196

# CUSTOMS ANALYSIS FOR AUGUST, 1921 FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

Value of Principal Imports for the Month of August, 1913, 1920, and 1921, in Philippine Currency

	value of Fri	acipal imports for	the Month of Aug	Vatue of Frincipal Imports for the Month of August, 1913, 1920, and 1921, in Frincipine Currency	HCy.			
ARTICLE	1913	1920	1921	ARTICLE	1913		1920	1921
Agricultural implements, and parts	₱ 1,306	F 57,983	8,596	Leather, and manusactures of:		•	100	
Other cottle	484	57,305	14,902	Shoes ripher soles	F 09,338	L,	32,033 4 507	1,408 160
Other animals	9.432	13.370	21.991	All other	56.016	-	10,801	83,167
Books and other printed matter	55,670	110,408	883,534	Matches.	16,240		37,509	106,024
Brass, and manufactures of	35,806	41,281	97,747	Meat products	352,344	m.	689,99	519,315
Wheat flour	164,782	752,039	888,695	Dairy products	156,796	m	324,427	896,885
Other breadstuffs	1,442	106,053	88,657	Musical instruments, and parts of	11,044	•	39,090	21,960
Automobiles, parts of, tires for	190,972	679,833	733,096	Crude oil	3,300	7	134,543	100,210
Other cars, carriages, etc., and parts	743,740	123,916	55,548	Naphthas, including all lighter products	38 866		500.085	7 700 167
Chemicals drugs drugs and modicine	07,240	430,122	279,171	Illuminating oil	113,708	o <del>-</del>	300,003	687,201
Clocks and watches and narts of	15 176	56,609	20,030	Lubricating oil	8.242	•	38,155	1.135.345
Coal	480.578	953,447	462,892	Other oils	55,336		85,219	115,525
Cocoa or cacao	34,486	45,939	56,930	Paints and pigments	54,876		89,995	33,561
Coffee	39,646	69,210	111,994	Paper, and manufactures of	115,702	2	77,026	890,419
Copper, and manufactures of	27,512	15,723	27,115	Pencils	2,586		18,971	11,643
Cotton cloths	867,028	4,307,303	2,314,075	Feriumery and all other toilet prepar-	100		, ,	
Cotton, and manufactures of, except	0000	101	0	ations	15,984		57,584	7,0,151
Diamonds and other presions stone	8/0,600	1,495,121	1,152,549	Plated ware gold and sliver	31 186		7,004	5,640
unest	28 512	400 741	229	Rice	393,878	2.5	2 532 285	128 448
Earthen, stone and china ware	27.410	95.376	60 944	Silks, and manufactures of	137.924	, , 4,	432,212	222,492
Eggs	48,076	78.758	115,722	Soap	24,067		67,144	58,464
Explosives	250,200	4.868	600,29	Spirits, wines, and liquors	82,252	1	54,014	119,498
Fibers, vegetable, and manufactures	87,358	181,078	117,032	Starch	3,808		21,607	33,324
Fish and fish products	61,592	245,177	164,079	Sugar and molasses	27,346		16,529	50,657
Fruits and nuts	46,216	88,554	120,156	Tea	9,068	•	28,473	18,8/9
Copra	20 317	701011		All other tobacco	216.6	-	17,921	156 965
Glass and glass ware	016,20	150,106	151,715	Town	705,77		17,000	150,503
Cold, platinum and silver, manufactures	16 217	12 402	11 007	Vocatables	101 184	,	14,316	200,030
Hote and come and mouth of	20,742	13,463	11,88/	West and services	6 170	•	15,701	16 447
India muchar manufactures of	22,622	82,471	41,03±	Wood and manufactures of	72,252		21,854	100 778
Electrical instruments and apparatus	118.724	172.216	730.212	Wool, and manufactures of	30,788	-	186,005	123,452
Iron and steel, and manufactures of	976,830	2.297,773	4.342,866	Sporting goods			2,537	33,390
Lamps, and parts of	15,416	29,328	25,163	All other articles	312,867	7	713,458	653,355
Lead, and manufactures of	8,622	21,269	13,893	·	AT 200 574		047.40	₩02 020 044
				1 OTAL	F1,094,5/4	F.02.1	T20,484,010	F23,208,811
Values of Total Trade by Nationality of		'essels for the Month of August, 1913, 1920	13, 1920,	Tonnage movements in the foreign trade, of vessels of direct clearances	gn trade, of vess	eds of direc	t clearance	, s
and 1921, in P)	hilippine Currency	103		at ports of entry, during the Month of August, 192	the Month of	4 ugust, 192	12	
SHIPS' FLAG	1913	1920	1921			1921		
Philippine	380 396	240 864	567 517		Entered		Ü	Cleared
American. British	1,546,364	14,519,457	11,273,691	Ports of Entry	Vessels Net	Net Tonnage	Vessels	Net Tonnage
Dutch	211/22/1	331.552	1,311,082		1	-	÷	
		*******	4,011,100	11	7 27	1 6600	-	100 401

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SHIPS' FLAG	1913	1920	1921			1921	1	
Philippine	₱ 380,396	₱ 240,864	F 567,517	Ports of Entry	ua	Entered	)	Cleared
British	9,959,716	16,695,519	15,627,528		Vessels	Net Tonnage	Vessels	Net Tonnage
Dutch	1 646 054	331,552	1,311,982	Manila	59	218 873	53	100 481
Jananese	2,264,742	7 829 577	4 877 818	Iloilo	3 4	14.190	3 ×	20,190
Norwegian	278,634	477	495,328	Cebu	4	14,227	S	17,384
Russian	.			Jolo	7	1,171	3	1,897
Spanish	1,124,260	1,137,941	1,244,960	Zamboanga	<b>-</b>	4,260	7	6,928
All other Flags	67,884	2,043,279	1,528,372	Balabac	1		ı	
TOTAL	F17,276,550	<b>T</b> 42,798,666	<b>P</b> 36,877,196	Totat	76	252,730	71	245,880

# Review of Conditions in the Philippine Islands for the Month of September, 1921

### SHIPPING REVIEW

By A. G. HENDERSON, General Manager for the Far East, Frank Waterhouse and Company

Effective as from September 20th, the rate on hemp to Atlantic ports by direct steamer was reduced to \$2.50 per bale. The decrease was to meet the competition of the U. S. Coast to Coast lines, which established a rate of 50 cents per hundred pounds to Eastern Ports via Panama, on hemp trans-shipped at any Pacific Coast port. By this latter route a through rate of \$2.37 per bale is now in effect to Atlantic Ports, as against \$3.33 per bale to these same points via the Pacific Coast and Overland railroads. Whether or not the latter will meet this cut remains to be seen.

To take care of the heavy movement of copra to Europe, three additional steamers have been chartered to load full cargoes of this commodity, at a rate that works out at about £5 per long ton. The regular steamers on the berth have also taken capacity cargoes. Atlantic offerings, while not so active as during the previous month, have been well sustained, no vacant space being reported. While bookings to San Francisco have shown some improvement, the North Pacific berth has been lifeless.

Much speculation is rife in local shipping circles concerning press despatches of September 16th, announcing that the Shipping Board had under consideration the restricting of allocations of vessels to but one operator at each of the ports of San Francisco, Portland and Seattle. Up to the present writing no further details are to hand, so it is thought that the order will not be as sweeping as the earlier despatches indicated. But a little reflection is needed to convince even the uninitiated that more cargo will be secured for Shipping Board vessels by the combined efforts of two operators than those of one. If carried into effect, the order will doubtless result in the operators concerned chartering outside tonnage to take care of their business.

### NOTES

The C. P. R. Empress of China, ex-German Prinz Friedrich Wilhelm, has been chartered for the Atlantic Service until October, by the Cunard Line to replace their Maurelania, which was recently badly damaged by fire at Southampton. This will delay the China's entry into the Pacific service until the beginning of next year.

The highest bid offered for the fleet of 285 wooden steamers of the Shipping Board, referred to last month in these columns, was G\$2,100 per vessel. The bid was rejected

as being too low, but the bidder is now threatening suit against the Board, claiming that the fleet was offered for sale without reserve.

The Senate, by unanimous consent, has agreed to vote on October 10th on the question of free tolls on American coastwise vessels using the Panama Canal. If the Senate is not in session on that day, the vote will be taken the first day after it is convened.

### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS,
Manager,
International Banking Corporation

The last report closed on August 29th, with the Banks' selling rates on New York calling 6% for demand drafts and 7% for telegraphic transfers. Telegraphic was done at 63% the first part of the month and eased off gradually to 5% on the 10th instant, when the Insular Treasurer lowered his selling rates to 5% for demand and 6% for telegraphic.

Bank rates remained at 4% and 5% until the 23rd, when the Treasurer lowered his rates to that level and telegraphic transfer was immediately offered at 4½% dropping to 4% on the following day. Demand was done interbank at 2½% on the 26th, and 2¾% was offered for the same usance on the 27th, although telegraphic was held steady at 4%, and on the 28th, the day on which this report closes, it was reported that telegraphic exchange had changed hands between banks at 3½% for a moderate amount with the seller unwilling to go on.

Business in general has continued dull during the period under review, but toward the end of the month considerable strength developed in the local copra market and a better undertone to the hemp market was reported. A considerably better feeling has become evident in the import side of business, probably influenced by movements at home.

### REVIEW OF THE HEMP MARKET By H. FORST, Secretary and Assistant Treasurer, Macleod and Company, Inc.

Up to about the middle of September we have had rather a dull and uninteresting market with prices ruling at about the same level as during August. Since then a substantial rally has taken place and during the past week buying has been more active than has been the case for a considerable time past. Manufacturers apparently either found it necessary to replenish their depleted stocker else have come to the conclusion that prices had about touched their lowest point.

The local market, during the past ten days,

advanced from P2.00 to P2.50 per picul. Values in America show an increase of from 1½ cents to 1¾ cents per pound; and in London a gain of £2 to £3 per ton.

### STATISTICS

Net Stocks in Manila and Cebu 337,531 bales as against 292,793 bales at same date last year.

1921 1920 Decrease

Total Receipts to

Bales

Bales

Bales

Sept. 26th 547,127 845,706	<b>298,</b> 579
Shipments during September, 1	921
	Bales
To United States	11,843
To United Kingdom	25,579
To Continent	5,766
Elsewhere and Local	20,012
Total	63,200
Receipts for September, 1921	<b>63,4</b> 73
art	2.0

Shipments—January 1st to September 26th

	1921 Bales	1920 Bales
To United States	192,102	436,016
To United Kingdom	146,115	345,695
To Continent	37,130	32,219
Elsewhere and Local	160,339	106,210
TOTAL	535,686	920,140

Decrease 384,454 bales as against 357,880 bales at the end of August, 1921.

It will be noted from the above that notwithstanding the falling off in receipts, stocks at date are 45,000 bales more than they were at the same period last year. It is equally noticeable that shipments and receipts during September, 1921, are practically on an exact level. This means that the present production, although very small, is sufficiently large to take care of the world's requirements, resulting in old stocks remaining as heretofore.

Shipments to outside ports continue to be quite heavy and Japan, the same as during August, has been the principal buyer. We understand that the Japanese are now making a floss from Manila Hemp. While this is still in the experimental stage, we have reason to believe that a fair amount of Manila fiber is already actually consumed in the production of this floss. The manufactured article is a very fine, silky fiber of good length and strength, somewhat resembling Ramic Fiber. If the cost of producing this floss is not excessive it will undoubtedly mean a new market for Manila Hemp, which, as time goes on, may prove of considerable importance.

We now estimate that the Islands during the year will produce 725,000 bales of Hemp. Freight rates on Hemp, direct shipment to New York, have been reduced from \$3.00 to \$2.50 per bale, or roughly 3/6 cent per

# MISSING PAGE(S)

pound less than for shipment via Pacific to Interior Points.

At writing, both the local and consuming markets are very firm with a tendency to advance slightly.

### SUGAR REVIEW

By GEORGE H. FAIRCHILD, President, Welch, Fairchild & Co., Inc.

The tone of the New York market during September has been uncertain, and general nervousness has been evident on the part of sellers, owing to the large surplus stocks of sugar in Cuba, and uncertainty as to the course the Cuban Sales Committee will adopt in disposing of these stocks.

The market opened with sales of Porto Ricans at 4.61 cents, c. and f., but declined during the month, and sales were made as low as 41% cents. Large sales of Philippine Centrifugals afloat and near at hand were made during the first half of the month at 43% cents. The market seems now to have recovered to some extent and latest cable advices report buyers but no sellers at 41% cents, c. and f.

The Cuban Committee has not reduced its price of 3½ cents, c. and f.—equal to 4:86 cents, landed terms, duty paid,—but on the other hand there have been no buyers at its price. The Committee had a conference some days ago with the leading banking in Naw York, who have made by

institutions in New York, who have made heavy advances against these sugar stocks in Cuba. It was expected that this conference would result in the committee giving an indication of its future course of action, thereby restoring confidence on the part of holders of outside sugars, but so far no official statement has been issued by the Committee regarding the price at which it will resume selling.

It is evident that Cuba is giving serious consideration to the matter of reducing her production of sugar next crop, and we are informed that a plan has been suggested for the consideration of the Government whereby the next milling season will be limited to a period extending from 1st of February to 20th of May, all sugars produced either before or after these dates to be subject to a tax of 3 cents per lb. It is believed that this plan has the support of the banks, who, as already stated, largely control the sugar situation in Cuba.

The Javan market has acted in sympathy with the New York market. There has been a sharp decline during the past few days, but following the better advices of the New York market, latest cables show a recovery in the market. There was a good demand from British India in the early part of the month, Superiors being sold at Guilders 15 per picul, f. o. b. Latest quotations for Superiors are Guilders 13¾ and for Browns Guilders 10¼, and the market is reported steady. Up to date the sales of the 1921 crop by the Trust exceed 1,400,000 tons leaving only a balance in their hands of approximately 50,000 tons to dispose of.

Our local market during the month has ruled dull with little doing. There has been little demand from China and Japan for muscovados, as these markets seem to be overstocked for the present, although there are evidences at time of writing of a renewed interest in these low grades. At present, there are sellers of Iloilos on the basis of \$\mathbb{P}6.50\$ per picul for No. 1, first cost, with 50 centavos down per grade. Moderate quantities of Centrilugals have been purchased during the month at \$\mathbb{P}9.50\$ per picul, basis

96°, first cost. Following the decline in the New York market, buyers were able to purchase small quantities of Centrifugals at P9, but sellers have again advanced their price to P9.50.

It is estimated that by the end of this month, the local stocks of Philippine sugars will not exceed 10,000 tons Centrifugals and 25,000 tons Muscovados.

A provisional estimate of the 1921-1922 Panay and Negros sugar crop has been received. The production of Centrifugals is estimated at 173,125 tons, and Muscovados at 25,000 tons, but it is pointed out that this estimate is based on areas planted, and that, as owing to the present financial situation planters have not been able to attend to their cultivation as well as they do in normal times, a considerable reduction will most likely require to be made in this estimate. The interesting feature in this estimate is the rapidly diminishing production of Muscovados. The production of these low grade sugars in Negros and Panay in 1920-1921 amounted to 75,000 tons; there is, therefore, an estimated reduction of 50,000 tons in the coming crop. It would seem that the total 1921-1922 crop of Muscovados will be in the neighborhood of only 50,000 tons, against 116,500 tons for the 1920-1921 crop. This is considerably below the normal requirements of China and Ianan. There should therefore be a brisk demand from these countries for the 1921-1922 crop muscovados.

### COPRA AND ITS PRODUCTS

By S. R. WHITE
President of Willits and Patterson, Ltd.

The heavy production of copra commencing during late July and continuing during August has as yet shown no abatement and it is believed that the arrivals during September exceeded 35,000 tons. Exports of copra from Manila and Cebu during the month of September aggregate over 25,000 tons. Fully 90% of this copra has been for Europe, two full cargoes having been loaded during the month for Europe.

There are about thirteen oil mills operating at the present time and there has been a feverish activity in the export of copra. The resumption of operations of so many of the oil mills, taken together with the usual activity of the copra exporters, has resulted at times in a wild scramble for copra in the local market, which may be likened to the activity in this market during the boom days of 1918-1919. It has also been noted that the Chinese speculators are again becoming more active in buying copra.

The end of the month, however, brings us advice that the London market has fallen to £29-0-0 or a fall of £3-0-0 per ton from the high level during the early part of September. This should have a salutary effect on the speculators and dealers, who are not at all anxious to hold copra, nor to "kite" prices,

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in the face of falling markets. Nevertheless local prices show no appreciable change, although Cebu prices dropped at the end of the month P1.00 a picul to P9.50. While there were many purchases at fictitious values during the month, the price closed at from P10.37½ to P10.50 for bodega copra, being only slightly in advance of the closing price for August.

A depressing feature in the cocoanut oil situation is the fall in the price of copra cake in Europe. The peak of the market was reached about the beginning of this month when prices ranged from £9-0-0 to £10-0-0 per ton c.i.f. European ports. The market has weakened continually during the month and closed at about £7-0-0 with buyers holding off. The steamship companies have had so much cargo offering from Oriental ports that they have boosted the freight rate on copra cake beyond all reason and the conference is to-day asking 90 shillings or approximately 62½% of the c.i.f. selling price of the product.

There has been considerable activity in the cocoanut oil market during the month and while the price in America has advanced somewhat, the fall in the rate of exchange and in the copra cake market in Europe results in giving the oil manufacturer in Manila even less in pesos for his oil than was being obtained at the lower levels. The lowest prices quoted locally at the close of the month for c.i.f. sales were 7½ c.i.f. Pacific Coast and 8½ c.i.f. New York. However, it is necessary for the mills to obtain ½ better for their

product to insure anywhere near the same net return as that based on the August prices and exchange.

Shipments of cocoanut oil during the month aggregate 8,000 tons, 90% of which was shipped to America and the balance to London. Continuance of the present activity of the oil mills would seem to depend on active buying by America at higher levels than we have seen for the past few months. Also, on some degree of stability in the local copra market in order that the mills may not be caught short of copra on speculative rises in the market.

### REAL ESTATE

By P. D. CARMAN, Vice-President and Sales Manager San Juan Heights Co., Inc.

Registered transfers of Real Estate by sale during the last thirty days show a decided upward tendency of the market.

CITY SALES AUG. 20	TO SEPT. 20
Santa Cruz	399,850
Binondo	160,400
Tondo	111,616
San Nicolas	80,210
Ermita	78,000
Sampaloc	52,681
Malate	52,255
Santa Ana	51,500
San Lazaro	15,747
Pandacan	14,000
Paco	2.334

Ouiano...

San Miguel....

P1.022.093 109 Sales

2.000

1,500

July 20 to Aug. 20	558,491	99	
July 1 to July 20	230,317	37	**
June	749,357	114	**
May	466,258	67	**

The following is an interesting comparison of prices of Manila Real Estate per square meter ten years ago and today, showing an extraordinary rise in values.

The figures were obtained through the courtesy of three of Manila's best known Real Estate Brokers who vouch for the accuracy of most of this data, it being based on either actual sales or offers. In a very few cases, present values were carefully estimated, being based on known values of nearby properties. It will be noted that at least part of the appreciation on several of the properties mentioned was due to the improvement or extension of thoroughfares On the other hand, there can be little doubt that present values have been temporarily and somewhat adversely affected by the present business depression. It is obvious that the owner who must sell to obtain ready money is frequently obliged to do so at less than he would have been able to obtain under less stress. The market values of surrounding properties are naturally somewhat affected temporarily.

Nevertheless, the figures below doubtless offer as accurate a gauge of the increase in Manila Real Estate values during the past decade as it is possible to obtain—and a wonderful increase it truly is!



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LOCATION	1911	1921
Center of Escolta	P127.00	₱500.00
West End of Escolta	200.00	900.00
Plaza Moraga	150.00	400.00
Rizal Avenue and Raon	6.00	166.00
Calle Echague	40.00	100.00
Farola	15.00	60.00
Calle Pingkian (Tondo)	.75	7.00
Azcarraga	2.00	25.00
Calle Magallanes (Intramuros)	10.00	25.00
Pennsylvania and California	2.25	22.00
Georgia and Vermont	2.00	14.00
Taft Avenue and P. Faura	2.00	30.00
Taft Avenue and Remedios	1.00	20.00
Carolina	2.00	12.00
Pennsylvania and Vito Cruz	.25	14.00
East End Isaac Peral	.35	18.00
Cristobal, Paco	1.00	13.00
Cavite Boulevard	5.00	30.00
Leveriza	.50	5.00
North of Polo Club, (Pasay		
Beach)	1.00	22.00
South of Polo Club, (Pasay		
Beach)	1.50	20.00
South of Polo Club	.60	8.00
Park Avenue, Pasay	.50	4.50
Robert Street, Pasay	3.00	15.00
Tejeron, Santa Ana	.42	4.00
Herran (on river), Santa Ana	2.50	15.00

The present cheapened costs of building materials are doubtless affecting rather favorably the transactions in unimproved properties. The following furnishes a fairly accurate idea of the decrease over a year ago in local retail prices of building materials:

Galvanized Iron	 			 							
Cement				 							1
Wire Nails	 			 							
Structural Steel	 			 							
Builders' Hardware.											
Plumbing Fixtures	 			 							
Lumber	 			 					 1/2	to	

### EXPORTING AND IMPORTING NOTES

1921	Total Imports	Total Exports	Total Trade	Total 1	Balance
				In Favor P. I.	Against P. I.
April	21,232,802 25,725,372	14,212,537 15,872,648 18,428,815 16,819,891 13,608,385	34,863,686 31,386,407 39,661,617 42,545,263 36,877,196	358,889	6,438,612 

By glancing at the table above, it can easily be seen that the trade balance against the Islands for August was almost ten million pesos, the most unfavorable trade showing in the history of the Islands. It should be noted that the value of imported goods does not include the cost of freight, insurance, duty, and handling charges, which should be added to the cost of the goods. All this goes to make the trade balance even more unfavorable.

The total of our exports was unusually low due to decrease in practically all leading exports except tobacco and copra. Exportation of sugar, coconut oil, hemp, and embroidery was much lower than in past months.

Imports in August were very high, the three leading items being:

 Iron and Steel and Manufactures of. P4,342,866
Cotton and Manufactures of, including cloth. 3,466,624
The next imports in value were:

There were large importations of cattle, valued at almost **P**400,000. The importation of rice fell off noticeably.

It is interesting to note that the diamonds imported this August were valued at only 677 pesos, while in August, 1920, they were valued at over 400,000 pesos.

Perhaps the most remarkable thing shown by the August Customs Statistics was the

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		501	LIC-COILD II	KEG	
ze	Тур	•	Triple	Non-Skid	Red Tubes
$\frac{31/2}{31/2}$	Clincher			<b>₽</b> 61.50	<b>7.00</b>
31/2	Straight	Side		91.50	7.60
4	"	"	<b>₽</b> *90.00	116.00	9.10
4	**	"		119.50	9.60
4	44	**	*80.00	*82.50	9.90
4½ 5	"	"		137.50	12.30
5	"	"	*160.00	171.50	15.00

### TROPICAL SPECIAL FABRIC TIRES

Size	Size Type		Type Plain				d Taber
$30 \times 3\frac{1}{2}$	Straight	Side		7	44.00	•	7.00
32×4	"	44			53.80		9.10
33×4	44	44			74.50		9.60
34×4	"	44	25.00		48.00		9.90
$34 \times 4\frac{1}{2}$	6.6	66			60.00		12.30
$35 \times 41/2$	44	66			60.00		12.70
			*Temporary prices				

PACIFIC COMMERCIAL COMPANY

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fact that the trade of the Philippine Islands with Germany amounted to \$\mathbb{P}\$1,423,066, twice as much as in the corresponding month in 1913, and greater than our trade with the United Kingdom. 62% of the trade of the Philippine Islands was with the United States; Japan, China, Germany, Dutch East Indies, United Kingdom, and Spain, followed in this respective order. The trade with the Dutch East Indies also showed a tremendous gain.

Over 42% of the total trade was carried in British bottoms, while less than 31% was carried in vessels carrying the United States flag. Japanese ships came next, carrying 13% of the total trade.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

A most commendable letter of the Director of Labor calling the attention of the various employers of labor to the "conciliatory spirit of organized labor" was circulated in an endeavor to secure employment for the numerous tobacco workers who are still unemployed, coincident with a notice from one of the labor leaders to a cigar factory operating in Malabon to the effect that they would either have to advance the price being paid to the workers on certain shapes or discontinue their fabrication.

Apparently the "conciliatory spirit" ex-

tending to the workers, who seemed to be content to receive the price offered by the factory in question, does not extend to organized labor as noted in the communication from the Director of the Labor Bureau, and so it seems safe to assume that the rehabilitation of the tobacco industry which might be accomplished by an appeal to the individual laborer cannot be accomplished when the appeal is make to the labor organization.

The factory in question was paying their workers \$\mathbb{P}6.50\$ per 1,000 cigars less than the schedule the labor organization demands. It is not at all improbable that this difference in the cost of manufacture made it possible to sell the shape. Advance the cost of manufacture to conform to "organized labor's conciliatory spirit" and quiet will again reign supreme in this factory that might otherwise be a source of revenue to the Government, Labor and the factory management.

One of the large Spanish factories, by reason of its connection with the United Cigar Stores in America and its European selling organizations, is operating at close to capacity production. All of the other factories in Manila appear to be operating far below their capacity production.

Manila cigars made in the Hongkew settlement in Shanghai with an imitation "Caution Stamp" of the Philippine Internal Revenue Bureau are finding a ready sale in North China, to the detriment of the Philippine Cigar Industry. It is estimated that not more than 25,000 of these cigars are being manufactured daily. That this small promulactured daily. That this small pro-

duction would in no way prejudice the trade in general is a natural conclusion, but apparently the Chinese Importers and small shop keepers, basing the value of Manila Cigars on the price at which these fictitious Manilas are being offered are reducing their stocks to the minimum in order to avoid being caught with an overstock in the event of a sharp decline in prices, which by reason of the prices asked for the fictitious Manilas they believe they foresee.

Leaf tobacco showed slight signs of activity during the month of September, with sales reported at \$\mathbb{P}16.00\$ to \$\mathbb{P}18.00\$ per quintal for assorted parcels of Isabela. One lot that changed hands at \$\mathbb{P}26.00\$ was reported to be an exceptionally choice parcel, suitable for wrappers. Reports from the Cagayan Valley are to the effect that of the 1921 crop fully 60% is of a quality equal, if not inferior, to 1917. If this report proves true the leaf tobacco market will recuperate rapidly once the factories begin to receive quantity orders for export.

Local cigar sales during the month of September showed a healthy increase over the previous month. Nothing sensational in the local market has been recorded, but the steady increase is proof conclusive that local conditions are gradually returning to normal.

American Importers, while restricting their orders almost exclusively to Class "A" Cigars, are again in the market, and small orders at bargain prices, which admit of little or no profit to the manufacturers, are frequently recorded.

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### LUMBER REVIEW

By ARTHUR F. FISCHER, Director of Forestry

The output of the 20 larger lumber companies in the Philippines from January to June, 1921, inclusive, is 52,303,847 board feet as compared with 43,228,795 board feet for the same period from January to June, 1920. The amount of lumber shipped or sold locally, as well as to foreign countries, during this period is 43,334,635 board feet as compared with 44,646,866 board feet for the same period of last year. It is apparent, therefore, that there is a slight decrease of lumber demand in the Philippines at the present time although the output for the last six months was greater than that of the same period of last year.

The output of these lumber companies for the month of July, 1921, is 8,243,968 board feet as compared with 6,854,918 for the month of July, 1920, and the amount of lumber shipped for July, 1921, is 6,132,045 board feet as compared with 4,729,531 board feet for July, 1920.

In spite of the lower price and the present stagnation in the local market, the output of sawmills has not shown any decrease in monthly production with the exception that several smaller mills have been temporarily closed.

The amount of lumber in the yards where mills are located at the end of July was 18,837,704 board feet.

### THE RICE INDUSTRY

By Percy A. Hill, Bantug, Muñoz, Nueva Ecija.

Throughout the main rice region the prolonged drought has slowed up production, What planting has been accomplished is necessarily haphazard and of a low order, and this naturally will have an effect on the coming crop.

The Philippine rice market still continues dull, owing to the supplies coming in from Saigon under contract, and the absolute lack of capital or credit to successfully carry on normal distribution and accelerate interprovincial export.

Several small Chinese entities have gone under for the reason that they could not further extend rice credits to the southern islands, and their remaining stocks have fallen into the hands of receivers. So long as the surplus Philippine export crops remain "frozen," so long will this stagnation ensue.

According to some economists the world's markets are suffering from over-stimulation of production. While there may be many who take issue with this theory, poor crops and decreased production may tend to prove the truth of this assertion in the coming year. It will be doubly unfortunate if the Philippines have to increase food importations, thus aggravating the already embarrassed state of financial affairs, as real prosperity only ensues when all the agricultural industries of a country are on a sound basis. This fact the man-in-the-street must realize.

The Orient produces 97% of the world's rice crop. America grows more than enough for local consumption, and an effort is now being made to increase the home market thus encouraging consumption thru advertising campaigns, similar to those of rolledoats and corn-flakes. When over 90% of the world's crop is produced more cheaply by human labor than by machinery and so-called modern methods, we may expect that the industry will languish and probably die out in both North and South America, as it has already done in Australia and other places, thus leaving Indo-Asia to supply demand.

Unless in addition to the protection demanded by the Philippine rice-grower is added the factor of irrigation, we may expect decreased production annually. The recent \$20,000,000 bond issue was primarily for irrigation purposes, being part of the constructive measures taken for maintaining the supply of rice. The original amount was for P60,000,000 as outlined by the irrigation experts, and after long years of agitation for this relief, we are now faced with the problem of trying to keep this sum intact. instead of allowing it to be dissipated for other and non-vital needs. Other industries have enjoyed much larger gains during the inflation period, and furthermore were not subjected to any government regulation of "fixed prices."

The diversion of any part of these funds from the purpose for which they were intended, cannot be too highly condemned. The rice industry has never been in the category of "favored industries". The only aid it received was in 1919 when a sum was appropriated to increase production, which sum represented less than one half of one per cent of the 1920 crop value.

Of the loans made by the National Bank to agriculture in general, not 10% were allocated to the main industry, so that any interference with this capital is both extremely short-sighted and uneconomic. We have the possible argument of expediency, but this policy works out only in certain cases. One of the reasons for this present financial depression has been due to the hap-hazard inter-changing of appropriations and capital in the National Bank, the Philippine Development Co. and other kindred entities.

Unless we are to learn by bitter experience the inherent faults of expediency, it is to be hoped that no efforts will be made to divert this bond issue from the purposes it was intended to fulfil.

The planting of the rice crop in the Central Luzon plain is about finished being from two to three weeks late. Losses have been reported aggregating a million pesos from floods. The weather remains excellent for growing conditions of the cultivated crop, but results will depend on the weather the next sixty days.

Importations are falling off, yet \$\mathbb{P}\$128,000 went overseas in August and local markets in consequence have had their prices advanced. This is due partly to a call for rice stored locally, as the heavy depositors have not liquidated their stocks, in a vain effort to exact higher prices.

In the United States the area planted to rice has been reduced by 39%. This reduction was due to unsatisfactory prices for last year's crop, and from financial deflation coupled with heavy stocks and lessened buying.

Secretary Weeks on Oct. 8th announced the appointment of Edward Fullington of Columbus, Ohio, as auditor of the Philippine Islands, including the government railroad and the Philippine National Bank.

Mr. Fullington was for four years auditor of the state of Ohio.



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### PUBLISHED MONTHLY

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all requests for such information to the Secretary of the Chamber THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS IS THE LARGEST AND MOST ADEQUATELY FINANCED

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### AMERICANS IN THE PHILIPPINE ISLANDS



### GEORGE H. FAIRCHILD

George H. Fairchild, president of Welch, Fairchild & Company, sugar factors and exporters, and one of the most active of the Active Members of the American Chamber of Commerce, was born in Vermont on September 8, 1869. He graduated from Western Reserve Academy, Ohio, in 1888, and in August of the same year he went to Hawaii, where he engaged in the sugar business, but when in 1911 the Democratic party threatened to remove the duty on sugar, he sold out his Hawaiian interests and came to the Philippines, believing that the future for sugar was brighter in these Islands than in Hawaii. He is still of the same opinion.

Mr. Fairchild has always been prominent in business, political and social activities. During his residence in Hawaii he served in the Hawaiian Legislature as a Senator from 1908 to 1912.

Mr. Fairchild was the local representative of the San Carlos Milling Company when it was built and operated during the first five years of his residence here and is the moving spirit behind the activities of Welch, Fairchild & Company, operators of the Mindoro Sugar Estate, of which he is the president, importers, exporters and shipping agents. He is also the managing director of the Hawaiian-Philippine Central at Silay, Occidental Negros. The San Carlos and Hawaiian-Philippine companies were financed by Hawaiian capital and the Mindoro Sugar Company by New York capital. Last year, immediately after the newspaper strike, Mr. Fairchild acquired control of the *Manila Times* for the purpose of counteracting the immediate independence propaganda and backing up the movement for the fixing of a definite political status in the Islands.

Mr. Fairchild is a member of the Army and Navy, Rotary, Polo and Manila clubs.

### JULIUS S. REIS

Julius S. Reis, president and general manager of the Manila Trading and Supply Company, is one of the veterans of the splendid American governmental machine that existed here previous to the Harrison administration. Born in Cincinnati, Ohio, on May 17, 1874, his early days were spent in his native city. When the Spanish-American War broke out in 1898, he heeded the call of his country and enlisted in the 6th U. S. Cavalry, with which organization he came to the Philippines. After taking part in the strenuous warfare of the Philippine insurrection, he obtained his discharge from the Army on February 14, 1902, and immediately entered the Philippine government service.

Until 1903, Mr. Reis served as Deputy Treasurer of the province of Ilocos Norte. He was then transferred to the province of Romblon, and from there to Occidental Negros, occupying the posts of Provincial Treasurer and Acting Governor in both provinces during a period of five years. From 1908, for a period of three years, he was General Agent of the Philippine Railway Company, with headquarters at Iloilo and Cebu, having charge of the administration and traffic departments. In 1911 he was appointed Assistant Director of the Burcau of Navigation, which office he occupied until the latter part of 1911, when he joined the firm of Erlanger and Galinger. In 1915 he organized the Manila Trading and Supply Company.

Among the clubs and organizations of which Mr. Reis is an active member are the American Chamber of Commerce, of which he was one of the original directors, the Army and Navy Club, the Elks, the University Club, the Manila Polo Club, the Manila Club, the Manila Golf Club, the Tiro al Blanco, the Casino Español, and the Railroad Club of New York City





### GEORGE E. BROWN

George E. Brown, one of the pioneer business men of Manila, was born in Elyria, Ohio, in 1876. At the time the Spanish-American War broke out he had just made preparations to go to the Klondyke to seek his fortune in the gold fields. He cancelled all his arrangements and enlisted in the 4th U. S. Cavalry, coming with that outfit to the Philippines in August, 1898, as a member of Troop "K".

For three years he took part in the military campaigns against the Spaniards and Filipinos, accompanying General J. Franklin Bell as a Scout on the latter's northern campaign. Upon his discharge from the Army, in 1901, he went into the general merchandising business at Alabang, Mindanao. In 1903 he came to Manila and established a livery business, taking in John Nugent as a partner in 1904, hence the now famous N. and B. firm name. With the advent of the automobile, Mr. Brown expanded his business until now it is the largest of its kind in the Philippines.

Mr. Brown is prominent among the Active Members of the American Chamber of Commerce, and is also a member of the Army and Navy, Elks, Manila Golf, Baguid Country and Manila Polo clubs.

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### The Present Handicaps of the Port of Manila

By Horace B. Pond,

Vice-President and General Manager of the Pacific Commercial Company

Look up and down the river here on a busy day and see how cargo is handled. Bull carts and trucks stand by waiting, while a stream of cargadores with packages on their backs toil up and down steep and narrow gangplanks. Often it rains and cargoes get wet-Occasionally a cargador with his package falls into the river. Night comes, and the cargo which was to have been loaded today cannot be loaded until tomorrow, and so must be carted back and forth until it can finally be received; that is, unless the capitán decides to sail without taking the cargo at all.

Just imagine, if you can, the waste and delays and the expense of this antiquated method of handling inter-island cargoes. The cost of these methods to the people of these islands is enormous and is one obstacle in the way of effective distribution. Can you imagine any place outside of the tropics where these conditions would have been so long tolerated?

### THE SOUTH PORT

Across the river to the south is the South Port Area, with its small commercial piers. A third pier is now under construction, but that is not going to be enough to handle our trade. The congestion and delays and the inefficiencies in the operation of the piers a year or two ago are not so soon forgotten. Commissioner Forbes in his speech before the American Chamber of Commerce stated that the South Port should be further developed. He spoke wisely, for with a comparatively small expenditure of money our port facilities there can be considerably improved. The development of the South Port will not, however, fully solve our problems or make of Manila the great port it should be.

In the South Port inter-island shipping can not be satisfactorily accommodated. There also a proper railroad freight terminal can not be provided, and such a terminal is becoming of increasing importance as the southern islands get their rice from the provinces to the north of Manila and as shipments of sugar over the lines of the railroad increase. The business section of Manila is on the north

side of the river, thus making necessary long hauls by truck for all cargoes discharged at the South Port piers.

In the South Port Area a modern coaling depot is almost an impossibility. I estimate we are wasting annually in unnecessary handing and delivery charges on coal from one to one and a half million pesos, to say nothing of additional losses due to delays to vessels. The regular rate of discharge is from 500 to 800 tons a day, or from six to ten days for discharging a 5,000 ton vessel, unless, of course, overtime is paid at double rates to customs inspectors, stevedores and crews. With modern facilities coal could be discharged in but a small fraction of the time now required.

What I have said of coal applies to other commodities. The delays and the excessive expense of handling cargo kill Manila as a distributing center and are a heavy burden to the people of these Islands. Manila in its port facilities should not be twenty years behind the times as at present, but twenty years ahead.

### THE NORTH PORT

Here to the north the future port of Manila has been planned. You may recall that Mr. Paul Whitham about a year and a half ago told us something of those plans. The Bureau of Public Works has since prepared revised plans, and a commission in Washington is now studying them. It has been estimated that completely to carry out these plans it will cost from \$40,000,000 to \$50,000,000. It is obviously impossible for the Philippine government to provide this sum. It would, however, be but proper for Congress to provide it and in doing so to make such permanent reservations as will give to the United States a great commercial hase.

The North Port plans provide for the Manila Railroad proper terminal facilities, sites for modern warehouses where goods may be economically handled and stored, piers with modern handling devices, depots for the storage and efficient handling of coal and oil,

and facilities with rail connections for the efficient loading and discharging of interisland vessels and transferring incoming cargoes from importing to inter-island steamers and to feeder lines which can be operated from here to other countries in the tropical Orient.

### MANILA, ONLY POSSIBLE BASE

This development is not only of great importance to Manila and to its future, but it will supply the terminal and distributing base which is necessary if the United States is to assume and maintain her proper place in the Orient. Great Britain has bases in Hongkong and Singapore; France in Saigon and Haiphong; Holland in Batavia, Soerabaya and Macassar. Here is the only possible base for the United States; here is the logical terminal for American ships and the logical distributing center for American merchants; from here American feeder lines should be operated to other Oriental ports rather than, as at present, other Oriental ports under foreign flags.

If, however, Manila is to become the Oriental terminal for American shipping and a great distributing center, the merchants in the Philippines must be placed on a proper competitive basis with merchants at other Oriental ports. Even aside from the lack of facilities, they are not now on a competitive basis.

### AMERICANS TAXED TOO HIGH

American merchants in the Orient are at a disadvantage as compared with foreign merchants in that they must pay taxes, not only under Philippine laws, but also under American laws. American merchants should be placed on a proper competitive basis by exempting them from the payment of taxes on income from sources outside of the United States

The Philippine sales tax of 1% on sales and consignments abroad should not apply to imported goods when re-exported.

If Manila is to be a distributing center, imported goods should not be subject to this 1% tax when re-exported, as this tax places the Philippine merchant at a disadvantage

with merchants at other Oriental distributing centers to the extent of that 1%. This is also true of goods gathered at other Oriental ports and brought to Manila for manufacture or for re-export to the United States or to some other country.

### U. S. COASTWISE LAWS

The menace of the application of the American Coastwise Shipping Laws to trade between the Philippine Islands and the United States should be removed, although with this, judging from the agitation last year, many of you may not agree.

Nevertheless, it must generally be recognized that a monopoly of trade between the Philippine Islands and the United States means that rates and conditions on American vessels will not be competitive at Manila, while they will of necessity be competitive at other Oriental ports. If freight rates from Manila to the United States are higher, or if bill of lading conditions are not so favorable, then Manila will not be able to compete as a distributing center as against other Oriental ports. The inefficiencies in the operation of the U.S. Shipping Board boats have been so apparent to those who, thru patriotic reasons have tried to provide them with cargoes, that the necessity of competition to

remedy those inefficiencies cannot but be recognized.

In my opinion it is far more essential for the United States to have here a great terminal for her shipping and a great base for her merchants, than it is to grant to her merchant marine a monopoly of the trade between the Philippine Islands and the United States, which monopoly at best would employ less than 2% of the tonnage available for foreign trade.

### WHAT DEVELOPMENT WILL MEAN

I wonder how many appreciate what the development of Manila as a great terminal and distributing center would mean to us here and to merchants and manufacturers in the United States. I wonder also how many appreciate what it would mean to the people of these Islands thru reductions in the costs of handling import and export cargoes.

There has been some slight discussion, but so far as I know, no organization in Manila has actively gotten back of the plans which have been prepared, and fought, not only here in the Philippines but before Congress, to have them carried out.

If these plans are carried out, Manila will become the base for American trade, at least

in the tropical Orient. American merchants could here have store houses, and thru the feeder lines operating from here and representatives in other countries here in the tropical Orient, could develop a large and satisfactory business with profit to themselves and advantage to the United States.

During the twenty years prior to 1920 the population and agricultural production of the United States increased less than one-half; during the same period the physical volume of manufactures more than doubled. Foreign trade is thus essential to the United States if American manufacturing facilities and American labor are to be kept fully employed.

You are all familiar with the great expansion which is taking place in the Orient, as Oriental peoples adopt more and more Occidental customs and increase their demands for Occidental goods. Production in the Orient is steadily increasing, as it has steadily increased in these Islands during the last twenty years, and this increased production is giving to Oriental peoples a rapidly increasing purchasing power. If Manila is to be a factor in this great trade development, we here must do our part in arousing interest in the plan of making Manila America's Oriental base.

### American Builders Agitate Revision of Manila Building Code Along Modern Lines

Is an attempt being made to institute in Manila a Building Code based on European building practice? The question has been agitating local engineering and construction circles for some weeks, and American technical and practical men have started a movement, under the auspices of the American Chamber of Commerce, having as its object the revision of the entire Building Code, which is ambiguous, indefinite, and fails to meet actual conditions, and the adoption of a new, up-to-date, and serviceable Code, based on the latest American practice, admittedly the best in the world. To this end a Builders' Section of the American Chamber of Commerce has been formed and the President of the Chamber has written a letter to the Mayor of the City of Manila setting forth the views of the Chamber in the premises and making concrete suggestions as to the manner in which a new and satisfactory Building Code can be evolved.

### BUILDERS FORM SECTION

On October 27, at the call of W. J. Odom, a meeting of American architects, engineers, and contractors was held at the American Chamber of Commerce to discuss the proposed new Code. City Engineer Artiaga had appointed a committee to revise the reinforced concrete provisions of the Code and it was felt that this committee was not

representative enough and that there was a tendency in the City Engineer's office to favor European practice. C. G. Wrentmore was chosen chairman of the meeting, which was immediately organized into a Builders' Section of the American Chamber of Commerce, the action being subject to the approval of the Board of Directors. The following attended the meeting: S. D. Rowlands, C. G. Wrentmore, A. E. Haley, A. G. Hillberg, W. J. Odom, G. H. Hayward, Wendell M. Butts, Charles G. Cableman, Eduardo Alcantara, R. B. Lockwood, Frank D. Yost, G. E. Schreiber, H. W. Reynolds, W. C. Dotson, and S. Garmezy.

Mr. Rowlands made the following motion:

"That we organize as the Builders' Section of the American Chamber of Commerce for the purpose of keeping informed on all proposed legislation affecting the construction of buildings in the City of Manila, and work to the end that full publicity and notice be given to all those affected by any proposed changes, and recommend to the Board of Directors its approval of the proposed Builders' Section of the Chamber." The motion was unanimously adopted.

### COMMITTEE APPOINTED

Mr. Butts then moved "That a committee of five be appointed to wait upon the City Engineer and find out what steps have been taken for notifying those concerned of the proposed changes in the Building Code, and that the committee be required to report back to this body next Monday, October 31." This motion was also unanimously carried.

Mr. Wrentmore then appointed the following committee: S. D. Rowlands, chairman; W. J. Odom, Wendell M. Butts, R. B. Lockwood, and A. G. Hillberg. This committee called on the City Engineer, as per its instructions, and rendered a verbal report to the Chairman of the Builders' Section, who reported it to the President of the Chamber.

At its regular weekly meeting on November 1, the Board of Directors of the Chamber passed the following resolution:

"That the Builders' Section of the Chamber be approved and that the Board of Directors requests other units to be similarly organized within the Chamber."

### PRESIDENT'S LETTER TO MAYOR

The President of the Chamber, after hearing the report of the special committee of the Builders' Section, wrote the following letter to the Mayor:

"To the Hon. the Mayor of the City of Manila: "Sir.

"It has been brought to the attention of members of this Chamber that the City Engineer has recommended the revision of that part of the City Building Code which relates to construction in reinforced concrete. We heartily approve of such a revision, and commend the City Engineer for his appreciation of a public need and his effort to promote the public welfare. And we desire to cooperate in this work because of its importance to the City, and to the end that the best ultimate results may be attained. We therefore take the liberty of offering the following suggestions:

"1. The existing building code of Manila is a conglomeration of regulations that have been enacted from time to time as they were urgently needed for the development, protection and improvement of property; and they have always so failed to meet the conditions that the officials have been heavily handicapped in their application, while the indefiniteness and ambiguity of the rules have been detrimental to the mutual interest of the individual owner and the community as a whole. Individual rules thus enacted have been given to the public in the form of separate pamphlets or leaflets, and to obtain a complete copy on file is about impossible

"The public has the right to expect and to demand of its administration a code that protects the investor against inferior design and construction; that assures the proper protection from fire; with resultant low insurance rates; that provides for maintenance of sanitary conditions; that prevents the construction by one party of buildings which will destroy the value of those erected by others, whether by reason of external form, internal construction or the use to which they are destined; and at the same time a code which will impose no unnecessary burdens or restrictions; will foster right types of construction; and contribute to the general welfare of the community.

"2. We believe that the existing conditions call for a complete revision of the building code. The entire matter should be gone over, obsolete and unnecessary provisions eliminated, contradictions and ambiguous passages made clear, the whole classified under suitable heads, a complete index made, and the completed work published in a compact form suitable for rapid and accurate reference. We consider this an opportune time to make a complete revision of the code.

"Comparatively little building is now in progress and changing the code will therefore cause a minimum of trouble. For several years past the amount of building has not kept pace with the demand, and it seems quite possible if not probable that the better business conditions which are confidently expected to obtain in the near future will be accompanied by a strong revival in building construction, in which case immediate revision is desirable, to lessen the troubles incident to making the change, to provide better conditions and regulations for the new structures, and to foster and in all suitable ways encourage the recovery and betterment of this line of business.

"3. What should be the constitution of a committee charged with such revision?

"In size it should not be so large as to render its action unwieldy, nor so small as to bar out those who by their knowledge can assist in perfecting its work.

"Every person in the community uses buildings to some degree, and is therefore directly affected; and every person has the right to expect that his interests will be protected. The committee should therefore be so made as to directly represent, so far as practicable, the most comprehensive interests and by the character and standing of its individual membership assure equity for all and engender in the public mind a certainty that this equity will be attained. In our opinion it is essential that the list include bankers, insurance men, real estate men. lawyers, merchants, contractors, architect and engineers. Since a large part of the revision will deal with technical matters a sufficient number of architects and engineers should be appointed so that this work may be divided and not cause too heavy burden to fall upon a few men. If this Chamber is asked to name members of such committee as recommended below the following would be chosen:-One banker, one insurance man, one real estate dealer, one lawyer, one merchant, one contractor, two architects, and three engineers.

"Recommendations.

In view of the above we recommend:

- That the Mayor appoint a committee to make a complete revision of the Building Code.
- That the City Engineer be general chairman of the committee and the City Building Inspector a member.
- That the Bureau of Public Works be asked to name two members and the Bureau of Science two members.
- 4. That the American Chamber of Commerce and the Philippine Chamber of Commerce be asked each to name eleven members.
- That the Manila Chamber of Commerce, the Spanish Chamber of Commerce, and the Chinese Chamber of Commerce be asked each to name three members.
- That these names be placed in the hands of the Mayor not later than Nov. 25, and that the Chairman be instructed to assemble the committee for organization not later than Dec. 2.
- That the Committee be instructed that the complete work of revision should be completed and submitted to the Mayor not later than April, 1922.
- 8. That the Committee be authorized to hold public hearings if such shall be deemed advisable in order that any parties who may so desire shall have opportunities to express their views. "Respectfully,

H. L. HEATH,
"President, American Chamber of
Commerce of the Philippines".

### 17 NEW ASSOCIATE MEMBERS ELECTED DURING OCTOBER

The following new associate members of the American Chamber of Commerce were elected during October:

J. W. Shannon, American Express Company, Manila.

John J. Fox, Sagada, Mountain Province.
Mrs. Katherine T. Larsen, American Chamber of Commerce.

Michael J. Walsh, Canlubang, Laguna. Winfield S. Grove, Canlubang, Laguna. John R. Schultz, Calauan, Laguna. Alexander Stuart Clark, Canlubang, Laguna. K. S. Clark, Canlubang, Laguna. J. C. Early, Dumaguete, Oriental Negros.

M. H. O'Malley, Philippine Trust Company, Manila.

Robert Rives Hancock, Philippine Railway Company, Iloilo.

Roy M. Buck, 331 Kneedler Building, Manila. F. G. York, Calbayog, Samar.

N. M. Saleeby, St. Luke's Hospital, Manila. Alfred Berwin, P. O. Box 260, Iloilo. P. I. Moore, Zamboanga, Mindanao.

L. J. Francisco, Pacific Commercial Company, Manila.

There are still a few Americans in the Islands who are not on the associate membership list and the Chamber would like to have them join up at the very first opportunity. Note that ladies are eligible to membership. Mrs. Katherine T. Larsen has the distinction of being the only lady to become an associate member last month. Every American in the Islands, irrespective of sex, should become a member. Let's make it a 100 per cent American organization, not only from the standpoint of sentiment but also from a numerical standpoint.

### WILSON ASKS FOR U. S. CREDITS

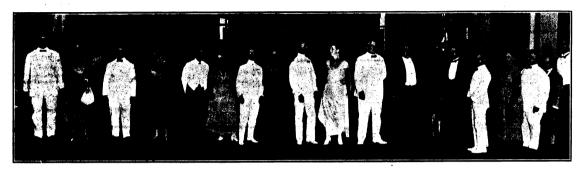
Despite the generally improved business conditions in the Philippine Islands, American trade with her own territories has reached a critical stage through European competition. This was the warning contained in a cable dispatch received recently by the New York agency of the Philippine National Bank from E. W. Wilson, gereral manager of the institution at Manila.

The crux of the situation is the extension of reasonably liberal credit to the leading Philippine houses. Mr. Wilson cabled as follows:

"Unless American merchants who are interested in Manila and the Philippine Islands are prepared to do some credit business with the leading houses here there is danger that the market will be lost to them and rapidly taken up by European concerns who are giving credit to merchants.

"Trade conditions in the Philippine Islands are slowly improving and I believe that conservative credit can be safely granted. Failure to retain the advantages already gained by American merchants doing business with the Philippine Islands I consider to be a grave business mistake."

### Over 3,000 Americans Shake Hands with Governor-General Wood



RECEIVING LINE AT AMERICAN COMMUNITY RECEPTION FOR GOVERNOR-GENERAL WOOD

Left to right:—C. M. Cotterman, vice-president American Chamber of Commerce; Mrs. Cotterman; Dr. Guy Potter Benton, president University of the Philippines; Mrs. H. B. McCoy; Col. H. B. McCoy; Mrs. Crose; Capt. Crose, U.S.N., commandant Cavite Naval Yard; Mrs. Rhodes; Col. Charles D. Rhodes, U.S.A., chief-of-staff Philippine Department; Mrs. Heath; Capt. H. L. Heath, president American Chamber of Commerce; Governor-General Wood; C. W. Rosenstock, chairman reception and entertainment committee, American Chamber of Commerce, introducing the quests.

It was an inspiring and impressive procession that passed in double file up the long lobby of the Manila hotel on the night of Monday, October 24, into the dining salon and past a receiving line at the head of which stood Governor General Leonard Wood. Each and every one of the men, women, and children in the queue was an American-in fact admittance to the hotel was through the main entrance only and none but bona fide American citizens were allowed to pass through. By actual count, taken as the people passed into the dining saloon, more than 3,000 persons shook hands with General Wood and the distinguished ladies and gentlemen in the receiving line.

The affair was arranged under the auspices of the American Chamber of Commerce of the Philippines, the reception committee, composed of C. W. Rosenstock, chairman, A. G. Henderson, Ray W. Berdeau, and J. W. Shannon, being in direct charge of the arrangements, which were carried out with system and dispatch. It was felt by the Chamber that the American community, as a unit, should pay its respects to the new Governor-General on a special occasion-and the community responded nobly, When it is considered that, according to census estimates, there are only 5,000 Americans all told in Manila, some idea of the whole-heartedness of the response may be gained. It may safely be stated that every American adult in Manila who could possibly attend the reception was there. It was a genuine outpouring of the American spirit, physically and spiritually, and Governor Wood was visibly affected by the sincerity and intensity of the tribute accorded him.

Among those who filed by the receiving line were grizzled veterans of the early days

of the Philippine occupation, many of whom had fought under General Wood in the Moro campaigns in Mindanao, or had served under him when he was commander of the Philippine Department. The General remembered most of these men, either by name or by face, and exchanged a few words of reminiscence with each of them as they gripped his hand. There were also veterans of the old civil government, men and women who in civilian paths of duty had done their share in making the Philippine colonial experiment a success. Then there were "old-timers" of the business and professional world, all of whom had been here a dozen years or more and had played their part in the economic and social advancement of the country. Governor Wood was acquainted personally with a surprisingly large number of these people and the fact that so many of them still remained in the Islands is said to have been a source of surprise to him.

The line ran the full length of the main lobby to the east entrance, then doubled back along the lobby to the main entrance, where the new arrivals took their places. From nine o'clock until 10:30 the stream of Americans filed by the receiving line. It took 40 minutes to reach the receiving line from the main entrance, the crowd advancing in double file. When the guests had passed by the receiving line, they proceeded into the dancing pavilion, where the Constabulary band, under Major Loving, furnished music for dancing. Other military bands were stationed at various parts of the main floor of the hotel, keeping up a continuous rendition of American patriotic airs. American flags in profusion decorated the premises.

After the reception, Governor-General Wood joined a party in the dancing pavilion

and watched the dancing until shortly before midnight.

It was the largest and most impressive American demonstration in a dozen years, according to old-timers, and served more than anything that has happened in recent years to solidify and exalt the American community spirit in Manila.

### AMERICAN CHAMBER OF COMMERCE MEETING SCHEDULE

Tuesday, November 8:

Meeting of the Active Membership with the Board of Directors.

Tuesday, November 15:

Meeting of the Board of Directors.

Tuesday, November 22:

Meeting of the Board of Directors.

Tuesday, November 29:

Meeting of the Board of Directors.

Tuesday, December 6.

Meeting of the Active and Associate Membership with the Board of Directors.

### ADMIRAL LINE LEASES SHIPS

First of all American companies to charter a Shipping Board vessel under the bareboat leasing plan, the Pacific Steamship Company has completed arrangements for two carriers to operate from Seattle. They are the Abercos and the Hawley, both of about 8,000 tonnage. They were scheduled to begin loading before October 15. The Abercos is carrying 7,100 tons of wheat to Europe.

### Leonard Wood Inaugurated as Governor-General of the Philippines

This picture gives some idea of the immense throng that gathered on the Luneta to witness the inauguration ceremonies on Saturday, October 15. It was taken immediately in front of the Grand Stand.

The insert to the right shows Governor-General Wood delivering his inaugural address immediately after taking the oath of office. To his left Vice-Governor Yeater may be seen, and to his right sit Speaker Osmeña and Lustice Johnson, who administered the oath.



The inauguration of Governor-General Leonard Wood was an event of great significance for the American residents of the Islands and a source of gratification as well. For many years had the Americans in the Islands looked forward to the appointment of a strong, able, and fearless Chief Executive. Their wish was fully gratified when Leonard Wood, yielding to the pleas of his countrymen, the President, the people of the Islands, and an unfailing sense of duty, finally consented to become Governor-General.

Probably no appointment of President Harding was met with such universal and sincere approval everywhere the American flag files, and even in foreign countries, as that of General Wood to the Governor-Generalship of the Philippines.

American business men have particular reason to be gratified over General Wood's appointment because of his expressed attitude toward business in general. He said in his inaugural address:

"The government must encourage, not discourage private enterprise. As a general policy, I believe that the government should keep out of business....

"We must do all we can to build up a fuller appreciation of the dignity of labor; of the obligations of citizenship; to increase our agriculture and push forward the development of our natural resources, and so organize and conduct the government that funds adequate to the needs of progress and development will be available. We must live within our income....

"My purpose is to do the best I can to reestablish the credit of the Islands; to build up their commerce, increase the prosperity of the people, and make the government a model of efficiency. This I cannot do without your cooperation and support, all of you, Filipinos and Americans, and others living in the Islands. With your cooperation the work will be easy, for the spirit of the people is excellent and the natural resources are enormous."

### The American Chamber of Commerce Journal

OFFICIAL ORGAN OF



**EDITORIAL OFFICES** 

### American Chamber of Commerce 2 Calle Pinpin

P. O. Box 1675

Telephone 1156

### EDITORIALS

### NOTICE TO SUBSCRIBERS

Beginning with January 1, 1922, members of the American Chamber of Commerce of the Philippines are expected to subscribe directly to the American Chamber of Commerce Journal. At present, subscriptions for Manila members are deducted from their dues. This has reduced the income to such an extent that it is found necessary to ask all members to subscribe directly.

### THE U. S. COASTWISE LAWS

As this issue of the JOURNAL goes to press, cable reports from the United States announce that the Emergency Fleet Corporation proposes to put into effect the application of the United States coastwise laws to the Philippines next February, provided sufficient shipping is then available.

The American Chamber of Commerce stands committed to the local application of the American coastwise laws. It will be recalled that it was the agitation of this very question that led to the crystallization of American thought and sentiment last year, resulting in the formation of the American Chamber of Commerce of the Philippines. It was then felt, and is still felt, that the application of the coastwise laws here will result in a decided boost for American shipping and in certain advantages for American business interests, both here and in the homeland. This is looking at the question from a broad, national standpoint.

Considered from a purely local standpoint, there can be little doubt of the fact that the inclusion of the Philippines in the coastwise trade of the United States will enable Manila to make rapid strides toward becoming one of the largest distributing trade centers of the Far East, for American goods at least. This end can be speedily and feasibly accomplished by the direct cooperation of the Federal Government. A ten per cent freight and passenger rate differential in favor of through trade from the American ports to the Philippines will turn practically all American freight for the Far East to Manila, where it can be reshipped to its destination. The ten per cent differential should be sufficient to absorb the transfer charges on reshipped freight.

Thus if the through rate from Pacific Coast to Far Eastern terminal points in the same class with Manila is \$10, the Shipping Board rate to Manila should be made \$\mathbb{P}9\$. In addition, the Shipping Board should absorb the transfer charge at Manila, and American merchants here then could ship to any point beyond at through rates from Pacific Coast points, provided the "stoppage in transit" and "fabrication in transit" privileges, such as prevail on American railway lines, were instituted.

Under the "stoppage in transit privilege, goods could be landed in Manila, held here for a time, and then shipped to any Far Eastern port beyond Manila at the proportionate through rate from the port of origin, thus enabling local merchants to develop Far Eastern markets for American goods. With the "fabrication in transit" privilege, goods in a raw state could be landed here, fabricated or manufactured into a finished or semifinished product, and then shipped on to other destinations at the proportionally original through rate. This would doubtless result in a big stimulus to industrial and manufacturing activities.

An adequate differential in passenger rates will doubtless result in bringing practically the whole American tourist business in this part of the world to the Islands. Business men need no expounding of the value, both from a financial and an advertising standpoint, of the tourist trade. It plays a not unimportant part in the whole economic life of Japan.

The application of the coastwise laws to the Philippines is almost certain to result in very keen competition in the Far' Eastern field. If America is to maintain her shipping advantages in this field, she must be prepared to meet this competition. With Manila as the Far Eastern shipping base, lines must be maintained to other Far Eastern ports and the rates on these lines must meet those of foreign companies. Otherwise the advantages expected to result from the coastwise laws' measure will soon disappear.

The interesting article by Mr. Pond in this issue of the JOURNAL, particularly where it refers to the application of the coastwise laws, contains Mr. Pond's individual views—those of the Chamber in this connection being set forth in this editorial. As to the port development projects, the Chamber has as yet taken no definite stand in favor of either the North or the South project.

### INTERISLAND FREIGHT RATES

When Governor-General Wood recently announced his intention to work for the reduction of inter-island freight rates, he touched on a topic which has long worried Philippine businessmen and producers. Probably no other factor tends so greatly to keep prices of Philippine merchandise on a high level as the inordinately high freight rates between Manila and other Philippine ports.

No one can deny the fact that the prices of all commodities have gone down in the Philippines, as everywhere else. Even labor has been forced to come down from its war exactions. All in all, the cost of operating any business, be it mercantile, shipping or anything else, has been reduced. As a consequence, freight rates, particularly shipping rates, have gone down all over the world. Yet in the Philippines, our interisland shipping rates are as high as they were during the war, if not higher. Rates now are in some instances 135 per cent higher than the prewar rates.

The result of this situation is that the prices of all Philippine products are higher than they normally should be, and consequently Philippine business suffers a big handicap in competition with the rest of the world. In order to meet this competition, the merchant must make allowance for the high local freight rates and necessarily impose a large portion of it upon the producer, who thus bears the major loss

Now, our interisland steamship rates are fixed by the Public Utilities Commissioner. an official who has authority to regulate the rates as conditions warrant. Somehow or other, the Shipowners' Association of the Philippines has been able to convince the Public Utilities Commissioner that Philippine steamer rates should stay up, in the face of incontrovertible evidence that costs of operation have decreased. What arguments they have presented to convince the Public Utilities Commissioner this Chamber does not know, but it would seem that the situation needs no arguments. A reduction in rates is in order, and should be effected without any delay.

The American Chamber of Commerce is pleased to learn that Governor-General Wood has taken the matter under advisement and trusts that he will remedy the situation at the earliest possible moment. It affects every woman, man, and child in the Archipelago.

### GETTING TOGETHER

On Thursday, October 27, fifteen American engineers, architects, and contractors met in the American Chamber of Commerce, at the call of William J. Odom, to consider the proposed new Building Code and take such actions in connection therewith as might be deemed advisable. It was an open secret that one of the purposes of the meeting was to secure concerted action in behalf of the adoption of American standards of building and engineering practice, as there was a possibility that foreign standards would receive

greater consideration than they merited in the framing of the proposed legislation.

The first thing done at the meeting was the organization of a Builders Section of the American Chamber of Commerce, subject to the approval of the Board of Directors, which approval was later obtained. A committee of five was then appointed "to wait upon the City Engineer and find out what steps have been taken for notifying those concerned of the proposed changes in the building code". In this manner the American engineers, architects, and contractors of Manila took steps to properly look after their interests, and the interests of the community as a whole, in a matter of vital importance in the practice of their professions and trades. It is evident that a group of men actively engaged in a special line of work are better qualified to look out for the interests of that particular line than a group chosen haphazard. The work of the Section must of course be supplementary to and subject to the approval of the Board of Directors.

Now there appears to be no reason why other groups of members of the Chamber should not find it to their advantage to organize similar cooperative units or sections. Each line of business, each profession, each trade has to deal from time to time with peculiar public problems of its own in which American national interests are more or less affected. Why should not these different groups be in a position to act concertedly and advisedly at all times? Any such group having representation in the Chamber of at least one member should organize itself into a Section and thus help materially in furthering and strengthening the work of the Chamber. Here are some Sections that might be organized at once:

A Medical Section, a Legal Section, an Applied Science Section, an Import Section, an Export Section, a Retail Section, a Real Estate Section, an Insurance Section, a Steamship Agents' Section, a Manufacturers' Section.

Cooperation is the stepping stone to results.

### REPORT IT TO THE CHAMBER

Government officials owe it to the public to be courteous and obliging at all times, for it is the public that pays their salaries. Unfortunately there are officials who do not realize this very elementary truth in connection with public service. Rudeness, discourtesy, and disinclination to render proper service on the part of regularly constituted officials or offices of the Philippine government are occasionally experienced by American citizens. All such instances should be immediately reported to the American Chamber of Commerce with specific dates and other data so that they can be submitted as verified statements of fact to higher authority.

Governor-General Wood has guaranteed good government to the people of the Phil-

ippines, irrespective of race. It is the duty of all the people of the Islands to assist him in his efforts. Particularly should Governor Wood's own countrymen be solicitous about the efficiency and reputation of the government for which he stands sponsor. To this end they can render no better assistance than to report to this Chamber the full particulars of every instance of deficient service or lack of courtesy on the part of any official of this Government. The Chamber will do the rest.

### COTTERMAN FOR VICE-GOVERNOR

At an informal gathering of Active and Associate members of the American Chamber of Commerce at Calle Pinpin headquarters recently, Charles M. Cotterman was nominated as the candidate of the American community for Vice-Governor. The nomination was seconded and unanimously approved, whereupon Mr. Cotterman precipitately fled from the premises. Most Americans in Manila, however, will agree that Mr. Cotterman would make an excellent Vice-Governor. Mr. Cotterman may have regarded the incident as a joke but it was a serious proposition on the part of those responsible.

### OUR NEXT ISSUE

Among the articles of special interest to be published in our December issue is one on "The Pineapple Industry in the Philippines," by B. A. Green. Mr. Green has given his subject thorough and painstaking treatment. He is a pioneer in the industry and probably knows more about pineapple culture than any man in the Islands.

The December issue will also contain an article on some interesting developments in the local school situation as it affects the children of American parents. The memorandum of the special committee on the subject has been returned from the Governor General's office with the endorsement of the Director of Education. The special committee is preparing a reply which will be of interest to all parents.

### EMPLOYMENT BUREAU

The American Chamber of Commerce maintains an employment bureau for unemployed Americans in the Chamber's headquarters, 2 calle Pinpin. At the time of going to press applications for employment were on file from 91 Americans, classified as follows:

Labor foremen, 22; office men, 19; mechanics, 15; salesmen, 5; carpenters and construction foremen, 5; accountants, 3; stenographers, 3; storekeepers, 3; civil engineers, 3; translators, 2; farmers, 2; master plumbers, 2; mechanical engineers, 2; painters, 1; printers, 1; wireless operators, 1; blacksmiths, 1; saddlers, 1.

Firms having vacancies, immediate or in prospect, are urged to communicate with Mr. Schipull, telephone 1156, American Chamber of Commerce.

### "PINE TREE STATE" ON SEATTLE RUN

Allotment of another Shipping Board "535" palatial \$8,500,000 ship between Seattle and the Orient has been made. The new vessel, the Pine Tree State, will make her maiden voyage this month. The Pacific Steamship Company, which already is operating the sister ships Wenatchee, Silver State, and Keystone State, is to handle the Pine Tree State. The allocation of the Bay State to that port and company has already been announced. This will give Seattle an American passenger boat sailing to the Orient every 14 days and a Japanese liner every 14 days.

### "SUGAR NEWS" HAS SPECIAL ISSUE FOR DELEGATES

On the occasion of the forthcoming visit of the Oriental Relationship party of the San Francisco Chamber of Commerce, the Sugar News is getting out a special San Francisco Delegation number containing special articles illustrated with original photographs, etc. The issue has many noteworthy features that should make it an excellent souvenir publication, also serving as a first-class propaganda medium for the Islands.

### NEW "BARE-BOAT" CHARTER

The outstanding features of the new "bareboat" charter of the United States Shipping Board are as follows:

- 1. The hull and machinery insurance are to be borne by the Shipping Board.
- 2. The charterer is to pay all of the voyage repairs, although the Government will meet all expenditures made as the result of inherent and latent defects.
- 3. The charterer agrees to pay all of the protective and indemnity insurance.

There has been agitation for some time in America against the present policy of the Shipping Board allotting vessels to the operators, the latter being almost the same as agents for the vessels, obtaining compensation on the percentage basis. Many operators have held, however, that it was impossible to charter the steamers on a bare-boat basis.

The Shipping Board after October 15 planned to have in operation only one-fourth of its fleet of steel vessels, according to a recent mailed report. Out of the fleet of about 1,400 steel ships, the Board expected to have only 350 in the hands of managing agents. This would mean a reduction of about only 50 vessels, however, as during September there were 400 in operation.

### San Francisco Chamber of Commerce Delegation Due in Manila on November 26

ON November 26, the Oriental Relationship party of the San Francisco Chamber of Commerce is due to arrive in Manila and remain five days. The tour was organized by the San Francisco Chamber for the purpose of promoting, through personal contact, a closer and more friendly relation between the business elements of the Golden Gate and those among the trade centers of the Far East.

At the time this issue of the JOURNAL goes to press, preparations had already been begun for the reception and entertainment of the visitors. They will meet with a hearty and responsive reception in this lone outpost of American trade in the Far East.

At midnight, November 1, J. F. Marias, Dr. C. J. McDevitt, and James G. Jefferys left on the *Empress of Asia* as representatives of the American Chamber of Commerce of the Philippines to meet the San Francisco delegation and return with them on the *Empire State* from Hongkong. The Philippine Chamber of Commerce also sent two delegates on a similar mission, Teodoro R. Yangco and Conrado Benitez.

The itinerary of the tour is as follows:

Port Date		Days
HonoluluOctober	6	11/2
YokohamaOctober	17	3
KobeOctober	21	31/2
ShanghaiOctober	26	7
HongkongNovemb	er 4	2
SingaporeNovemb	er 10	3
SoerabayaNovemb	oer 14	4
Saigon Novemb	er 21	23/4
ManilaNovemb	er 26	5
HongkongDecemb	er 3	4
ShanghaiDecemb	er 10	1
Honolulu Decemb	er 20	$\frac{1}{2}$

The party left San Francisco on the Empire State on Saturday, October 1, shortly after noon, with bands playing, sirens sounding and guns booming in salute. Representatives of the Army and Navy, the Federal Government, the State, the municipality, and of civic and commercial organizations mingled with the cheering multitude that bade bon voyage to the delegates. Prior to the beginning of the tour a ship committee which will have general direction of itinerary details and other matters was chosen. Alfred I. Esberg is chairman, and the other members are C. B. Lastreto, Byron Mauzy, Supervisor Warren Shannon, and A. F. Morrison.

The complete list of members of the party, as given out by the San Francisco Chamber of Commerce on September 26, arranged by cities, and alphabetically under each city, is as follows:

### From San Francisco:

Ballinger, Mr. and Mrs. Barnard, Mrs. Florence Boole, Mr. and Mrs. Fred. Bridge, Mr. and Mrs. Henry S.

### WELCOME TO OUR VISITORS

The American Chamber of Commerce of the Philippines, consisting of 1,100 American business men and women distributed throughout the Archipelago, welcomes the delegates of the San Francisco Chamber of Commerce who are visiting here in the course of an Oriental Relationship Tour. Our interests are more closely allied with yours than those of any other group of business people whom you have come in contact with in the course of your journey, and we are glad of this opportunity to strengthen the already strong national and economic ties that bind us.

We have a message to the people of the United States which we hope you will spread on your return—to the end that the foreign trade of America might assume an increasingly large share in the economic growth and prosperity of the nation. This message you will learn from us through personal contact.

We, as Americans, greet you, as Americans, in this far-flung American outpost on the Pacific. May your stay be a pleasant and profitable one. Our hearts and homes are open to you.

Welcome and Bon Voyage!

Bridge, Miss Barbara Bridge, Miss Marjorie Currier, Mr. and Mrs. J. Parker Dunne, Mrs. James P. Gale, Mr. and Mrs. M. A. Glass, Louis Grady, Mr. and Mrs. Dwight K. Howlett, Mr. and Mrs. Frank Howlett, Frank, Jr. Howlett, Elizabeth Hunter, Miss Alena Hunter, Miss Flora Krull, Mr. and Mrs. Francis Morton, Dr. A. W. Morton, A. W., Jr. Orella, Dr. and Mrs. F. R. Reed, Mr. and Mrs. George Russell Schwabacher, Mrs. Carrie, and maid Shannon, Warren Symon, Miss Alma Symon, Mr. and Mrs. William Vranizan, Mr. and Mrs. George Washburn, Mrs. M. L. Wheeler, Mrs. J. D. Woolsey, Dr. C. H. Yates, Charles

Yates, Mrs. Violet

### From Los Altos:

Brown, Mr. and Mrs. L. C. Esberg, Mr. and Mrs. A. I. Hill, Dr. T. L. James, Mr. and Mrs. Louis Morrison, Mr. and Mrs. A. F. Okell, Mr. and Mrs. C. J.

### From Los Angeles:

Alexander, Mrs. George Evans, Dr. and Mrs. C. W. Graham, Miss Elizabeth M. Kinslow, Miss R. Llewellyn, Mr. and Mrs. D. E. Schwartz, Mr. and Mrs. S. L. Shaffer, Miss G. A. Shaffer, Cleve T. Speich, Mr. and Mrs. F. H. Wagner, Mr. and Mrs. E. C.

### From Oakland:

Barton, Mrs. L.

Bercovich, Mrs. M. S.

Brandeis, Mrs. Arthur Dana H S Denson, Mrs. S. C. Doolan, Miss Marion Gates, Dr. Amelia Giese, J. F. Hamilton, Mrs. R. G. Hamilton, Miss Dorothy James, Miss Rosalie T. Judell, H. I. Judell, Dr. M. I. Livingston, Mrs. R. F. Luther, Mr. and Mrs. A. B. Luther, Mrs. Anna R. Lyon, P. H. Mauzy, Byron Meese, Constant Moore, Miss Charlotte Panter, Mr. and Mrs. Frank Pischel, Dr. and Mrs. Kaspar Rice, Miss Margaret Slessinger, Miss May Robinson, Capt. Reuben Thayer, Mr. and Mrs. C. A. Thomas, Mrs. H. W. Westerfield, Carl

### From Berkeley:

Craig, Miss Jessie Dinkelspiel, Mrs. E. Moore, Miss Charlotte

From Palo Alto:
Elliott, Miss Louise
Foulkes, Mrs. Bruce
Glide, Miss Sally
Lykins, Mr. and Mrs. L. P.
(Continued on page 17)

### THE RED CROSS OF PEACE

By Major Charles H. Magee, Managing Director, Philippines Chapter of the American Red Cross

each nation. Its activities are not limited to the problem of the nation under whose flag it is organized, but em-

braces the nations of the world and no national call for help goes unanswered. It is international in scope and knows no race, creed, Service to or party. humanity is the motto which guides and controls its activities. Its emblem is known and respected by all civilized nations, and its deeds are recorded in the hearts of millions to whom it has brought life, comfort, and cheer.

Shortly after the signing of the Armistice on November 11, 1918, the representatives of thirtyone nations gathered at Geneva, Switzerland, and under the League of Red Cross Societies, formulated a definite peace time program. There time program. There was then born a new conception of the work of the Red Cross. It was decided that the Red Cross must be a militant body, and must do more than cure wounds and relieve distress. It must forestall and prevent. It must wage a ceaseless warfare against the three worst enemies of mankind: disease, ignorance, and indifference. Further, it must carry the war into the enemy's land and constantly push forward and complete its defences.

This new conception of the Red Cross is the profound conviction of those who labored through the world war and who have dedicated their lives to humanity. This new conception is necessary to give life and vitality to the Red Cross and to keep it from sharing the fate of other noble but

short-lived impulses of humanity, whose whole aim was to offer relief. The Red Cross does offer relief, but it is only a part of the peace time program.

Thanks to this new conception of the Red Cross, the rôle of the individual member has been raised to a higher plane.

The Red Cross has a permanent place in the life of It is not enough for him to give his pesos and have his name inscribed on a register, to attend committee meetings, vote resolutions, and wear a Red Cross button. He must

### BY THE GOVERNOR-GENERAL OF THE PHILIPPINE ISLANDS A PROCLAMATION

I, Leonard Wood, Governor-General of the Philippine Islands, do hereby designate the period November 11 to November 23 as the time for the Fifth Annual Roll Call of the Philippines Chapter of the American Red Cross in the Philippine Islands.

In view of the splendid services of the Red Cross in the past and the plans for its future work in the Islands, particularly its endeavor to reduce the appalling rate of infant mortality, I do hereby urge the people of the Philippines to join this worthy organization and to give it their moral and financial support.

I hereby request all insular, provincial, and municipal officials, all teachers in public and private schools, and the citizens of these Islands to lend such aid as is possible in furthering the Roll Call both in giving publicity to the humanitarian program and in the actual enrolment of members.

I hereby express my faith in the humanitarian creed of the Red Cross, which is non-sectarian, non-political, and non-partisan, and my keen appreciation of its service in the past and my belief in and hearty wishes for its future achievements in all fields of work, and particularly in the Philippine Islands.

Done at the City of Manila, this fifteenth day of October, nineteen hundred and twenty-one.

Land Go

Islands during the war is well known to the world, and now that the new peace time program of the Red Cross is under way for the betterment of Philippine conditions, the world is equally interested in the outcome of the Drive for the Fifth Annual Roll Call.

himself take an active part in the fight by spreading the gospel of health and preaching the crusade against disease, ignorance, and indifference. He must prepare the way for the general advance and use his own home as a base of operation. The teaching of health and sanitation, like charity, begins at home. This is not alone the contribution which each individual member can and should make. Physical health has its place in the world, and its importance in the advancement and betterment of a nation can not be underestimated; but of what value is it to a nation to possess a strong and healthy race and have it destroyed by the ravages of war?

A new world-conscience must take the place of the old, blind, racial instincts. This convicinstincts. This conviction has been growing steadily and especially in those parts of the world which have suffered from the war, and the belief is general that there can be neither peace nor security until this new worldconscience has replaced the old. There is at present no greater force working towards the realization of this ideal than the Red Cross movement in its new conception, and in this movement every new Red Cross member is a potential factor. From among the ten millions of people of the Philippine Islands, it is planned to enroll 250,000 members in this forward movement among the nations of the world. The contribution of the

### CHAMBER NOTES

John S. Hord, representative of the American Chamber of Commerce of the Philippines in Washington, attended the twelfth annual convention of the American Manufacturers' Export Association at the Waldorf Astoria hotel, New York City, October 5 and 6. The following countries were also represented at the convention:

Argentina, Belgium, Brazil, Bulgaria, Canada, Chile, China, Colombia, Costa Rica, Cuba, Czecho-Slovakia, Dominican Republic, Ecuador, Finland, Great Britain, Greece, Italy, Netherlands, Netherlands Colonies, Nicaragua, Norway, Poland, Persia, Peru, Philippines, Salvador, Spain, Uruguay, and Venezuela.

Mr. Hord held several consultations with delegates from different countries, boosting the Philippines and American commercial interests in the Far East. He was designated as one of the Trade Advisers of the Association.

Mr. Hord reports that the cable sent by the Wood-Forbes Mission to the Secretary of War recommending that Americans in the Philippines be relieved from the U. S. income tax came most opportunely and was of great assistance in our fight. Now that the fight has been transferred from the Finnace Committee to the floor of the Senate, Mr. Hord is consulting with individual Senators in his efforts to have the onerous tax provision removed.

Information reaching the Chamber from Washington is to the effect that there is decided opposition in Government quarters against the appointment of an ex-military man as Vice-Governor.

Judge Daniel R. Williams, formerly representative of our Chamber in Washington, was due to leave San Francisco for Manila on November 5 on the *Golden State* and should arrive here about November 30. He intends to spend about two weeks in Manila and then proceed to Shanghai, where he expects to locate permanently.

The offices of the American Chamber of Commerce Journal have been moved to the Chamber's quarters, 2 calle Pinpin. Members having material suitable for publication are requested to see the editor with a view to having it published. Those desiring technical assistance can be referred to a number of trained writers who will be glad to be of service in the collection, preparation, and writing up of material.

Contributions are solicited from the members. Personal notes on the activities of members of the American community are always welcome. The JOURNAL will be glad to publish anything that is of interest to its readers, who comprise practically the whole American community.

Wm. H. Anderson, head of the firm of Wm. H. Anderson and Company, returned to Manila on the *Empress of Asia*. Mr. Anderson has been away on business for about six months.

John M. Switzer, of the Pacific Development Corporation, dropped into town for a short visit, coming on the *Empress of Asia*. He was en route to China on business. Mr. Switzer left Manila two and a half years ago for the United States, where he expected to retire and engage in literary activities. But he's back in the swim again.

The last mail from the United States brought a number of letters from Americans interested in the Philippine situation who are heartily in accord with the policies and activities of the American Chamber of Commerce of the Philippine Islands. The following interesting communication came to the President in connection with his article on "The Territory of Malaya" which appeared in the September issue of the Journal and to which the press of the United States gave wide publicity. It was written by the head of a large San Francisco firm having a branch office in Manila and reads in part as follows:

"I am enclosing herewith a clipping from one of our local papers of September 13, which outlines your proposal with respect to the future status of the Philippine Islands. I am very glad that the American Chamber of Commerce is now coming out definitely for permanent retention of the Philippine Islands, under the American flag, and believe that, all things considered, a modified form of territorial government is best suited to meet the needs of the situation.

"I do not feel that the exact form of territorial government in force in the Hawaiian Islands, by which all of the provisions of our mainland law are in operation there, would be wise; in my opinion it was a mistake to put them all in operation there, as it would be in the Philippine Islands. Tropical possessions require different handling, especially as regards immigration, labor laws, etc. On the other hand, it is vitally necessary that the Federal Government retain and exercise control over at least the following departments:

- 1. Judiciary
- 2. Health Service
- 3. Post Office and Telegraphs
- 4. Customs

and possibly others; however, with these four departments in the hands of Americans, directly under Washington and the Governor-General, the business of the Islands would be safe to proceed with its natural development, unhampered by the vagaries, prejudices, dis-

honesty, incompetence, and stupidity with which it has had to contend during the past eight years....

"We are all delighted, to say nothing of being relieved, at the prospect of the Islands again having a real Governor-General shortly. If Congress will only do the needful by repealing the obnoxious Jones Law, and give us in its stead a law creating a modified territorial government, I think we can all look forward to a happier era.

"The formation of the American Chamber of Commerce was a very necessary thing, and I am sure that the organization will be able to do a great deal of good for the Islands...

"Another matter which should receive the Chamber's attention is that relating to the President's Cabinet. At the present time the Philippine Islands have no direct connection with Washington other than through the Bureau of Insular Affairs of the War Department, which for obvious reasons is not satisfactory. A new Cabinet official, the Secretary of the Dependencies, should be arranged for, to have charge not only of the Philippine Islands, but of all our dependencies. This would provide the necessary channel through which Philippine and other dependency affairs could be taken up by, and also through which Island interests could make their needs known to the executive branch of the Government at Washington; in consequence much more intelligent action would be obtained. In this connection, I notice that a bill has been introduced into Congress which provides for the transfer of Philippine affairs from the War Department to the State Department under the charge of the Second Assistant Secretary. This, to my mind, would only be a shade better than the present system. The directing of Philippine affairs in Washington is a matter of first importance and should be in the hands of a department making it its first consideration, and in charge of such a man as W. Cameron Forbes; in the hands of the War Department or State Department, Philippine affairs are relegated to secondary importance as their immediate attention is quite properly taken up with War and State business."

A gain of 100 lunches served was recorded in the restaurant during October, as compared with September. The total was 1,487 for October as against 1,387 for the previous month. Mrs. Larsen is instituting many improvements which are bound to make the restaurant more popular than ever. Tea is served every afternoon and the ladies have been more conspicuous than ever in taking advantage of the restaurant facilities. A number of special dinner parties have also been taken care of during the month to the complete satisfaction of the patrons.

The principal gathering at the Chamber during October was the farewell luncheon in honor of Acting Governor-General Charles E. Veater on October 17. The Chamber dining room was crowded to capacity and a number of people who could not find places at the tables stood in the lobby to listen to the speeches. Governor Yeater delivered a brilliant and eloquent address, setting forth his ideas as to the political situation in the Islands and the government in general. He read a cablegram which he sent to the Secretary of War two years ago urging the proper safeguarding of the government's securities. He also thought that a stronger opposition party was needed in the Islands and suggested that Mr. Quezon and Mr. Osmeña should divide politically, the former leading the radical Filipinos and the latter the conservatives. Captain Heath, Bishop Locke, and Justice Johnson made preliminary oneminute talks.

Professor William Herbert Hobbs of the University of Michigan, author of "The World War and Its Consequences," was the speaker at the luncheon of Monday, October 3. He said some rather harsh things about former President Wilson and urged the Chamber to make every possible effort to keep Governor-General Wood here longer than a year.

On Wednesday, October 5, Bishop Charles Edward Locke, of the Methodist-Episcopal church, spoke on the "Eternal Masculine," making an eloquent plea for the development and strengthening of the masculine virtues.

Father Byrne, of the Ateneo de Manila, addressed the members of the Chamber at the luncheon of October 12, discussing the labor situation in the United States and the trend of events in America. He was followed by Charles R. Zeininger, managing editor of the Daily Bulletin, who had just returned from a six months' absence in the United States. Mr. Zeininger made an analysis of the United States business situation as he had seen it and voiced a very optimistic outlook for the future.

On October 26, Dr. Victor G. Heiser, former Director of Health for the Philippines and now Far Eastern Director of the Rockefeller Foundation, addressed the Chamber members, speaking on the functions of the Rockefeller Foundation and pointing out some of the sanitary problems in the Islands. His big point was that the Foundation has decided not to engage in any activities unless it is first assured of the support of the people of the locality, either directly or through the government.

On the night of Saturday, October 8, a special committee, headed by Julian Wolfson, staged a charity cabaret performance at Lerma Park for the benefit of the indigent Americans in Manila. The affair was under the auspices of the American Chamber of Commerce and yielded over \$\mathbb{P}5,000\$ for the

fund. The big feature of the program was a Beauty Chorus consisting of Constance Aitken, Georgia Avery, Rosamond Coney, Rose del Pan, Colette Guest, Blanca Hidalgo, Dorothy Kaufmann, Chuchi Macleod, Ditas McGavin, Jeannie McGavin, Kieke Meerkamp, and Mela Vaughn. Mrs. Olive Orbison trained the chorus and the wonderfully effective costumes were made under the direction of Mrs. George H. Fairchild. Others who took part in the program were Mrs. Hazel Taylor, G. A. Gumbrecht, Commander Langworthy, U.S.N., Frank W. Butler, Charles Edwards, "Pink" Pinckard, and Borromeo Lou and company. Society women sold dance tickets, the first prize, for the largest number of tickets sold, going to Mrs. Henry J. Belden. Miss Nell Avery was second and Miss Ditas McGavin third.

### SAN FRANCISCO CHAMBER OF COM-MERCE DELEGATION

(Continued from page 14)

McKune, Miss Florence A. Moynihan, Miss Mary Ross, Mrs. L.

From South Bellingham, Wash.: Wood, Mr. and Mrs. Fred J. Wood, Miss Marion

From Tucson, Ariz.:

Bell, Miss Lucile
Chapman, Roy J.
Hincheliffe, C. W.
Muir, William

From Toledo, Ohio:

Neff, Mr. and Mrs. Arthur T.

Neff, Miss

From *Philadelphia:*James, Mr. and Mrs. Charles H.
Lastreto, Mr. and Mrs. C. B.

From New York: Matlage, Mr. and Mrs. C. H.

### MEMBERS OF PARTY CLASSIFIED

For the convenience of business interests in the countries to be visited the personnel of the party has been classified by the secretary according to business branches. The divisions are as follows:

Chemicals, paints, glass and oils—S. L. Schwartz, chairman; Frank Howlett and Charles Yates.

Export, import and general—C. B. Lastreto, chairman; H. S. Dana, Louis Rochenberg, C. C. Mason, H. L. Judell, Cleve T. Shaffer, W. Kittleberger and William Symon.

Federal, state and city—Francis Krull, chairman; Louis H. Mooser, Warren Shannon, Carl Westerfeld and Byron Mauzy.

Wood products—C. H. Matlage, chairman; George Vranizan and F. H. Speich.

Insurance, finance and real estate—Louis H. Mooser, chairman; M. A. Gale, C. H. James, A. B. Luther, Henry S. Bridge, P. L. Lykins, F. W. Poole, Miss G. A. Shaffer, Louis Brown and C. J. Okell.

Leather, lumber and silk-J. Parker Carrier, chairman; C. B. Lastreto, C. A.

Thayer, F. J. Wood, A. T. Neff, Elward C. Wagner and J. F. Beasom.

Machinery and metals—Constant Meese, chairman; George R. Reed, P. H. Lyon, S. L. Schwartz, Willia Muir, Reese Llewellyn, D. E. Llewellyn, J. F. Glese, Frank Panter and Warren Shannon.

Medicine and science—Dr. A. W. Morton, chairman; Dr. M. I. Judell, Dr. C. W. Evans, Dr. X. F. R. Crella, Dr. C. H. Woolsey, Dr. Caspar Pischel and Dr. T. L. Hill.

Storage, transportation and public utilities—S. M. Haslett, Jr., chairman; C. W. Hinchcliffe, Capt. Reuben Robinson, Louis Glass, Louis James, F. S. Ballinger and R. J. Chapman.

### THE EXECUTIVE COMMITTEE

Mr. Esberg, chairman of the party, is a director of the Shasta Zinc and Copper Company, president of the Alexander Boyd Estate and a director of the Yosemite National Park Company. Dwight K. Grady, secretary of the party, is secretary of the foreign trade department of the San Francisco Chamber of Commerce. He was formerly on the editorial staff of the Manila Times, later went to Shanghai, where he was manager of a large automobile firm, and for a time was advertising manager of the China Press.

Mr. Mauzy is president of the Mechanics' Institute, regent of the University of California and a representative of the Rudolph Wurlitzer company, the Jesse French Piano company and the Burnham and Bluebird Talking Machine company. Mr. Lastreto is president of Lastreto & Co., vice-president of the Mohns Commercial company, an exporter and importer, president of the Green Coffee Association of San Francisco and special representative of the California Rice Association. Mr. Currier is a retired manufacturer and silk importer. Mr. Shannon is supervisor of the city of San Francisco. Mr. A. F. Morrison is an attorney and a director of the Matson Navigation company, the San Francisco Hotels company, the Crocker Estate company, the Crocker National Bank, the Paraffine Companies, Inc., the Hutchinson Sugar Plantation company and the Paauhau Sugar Plantation Company.

### EACH CHAMBER HAS DAY

At a meeting of representatives of all the Chambers of Commerce in Manila held in the rooms of the American Chamber of Commerce, C. W. Rosenstock was elected chairman of the general committee on entertainment. The other members are J. W. Shannon, for the American Chamber of Commerce; Albino Z. Sycip and Lim Sae Gim, for the Chinese Chamber of Commerce: L. Dyson and W. L. Bramwell, for the Manila Chamber of Commerce; Juan Camahort and Antonio Malvehy, for the Spanish Chamber of Commerce; and Alejandro Roces and Pedro J. Ocampo, for the Philippine Chamber of Commerce. Each Chamber will have a day for the entertainment of the visitors and will arrange a program of its own for that day.

# CUSTOMS ANALYSIS FOR SEPTEMBER FORSTON STOREGEN COMMERCE OF THE PHILIPPINE ISLANDS

ARTICLE	1913	1920	1921	ARTICLE	1913	1920	19	1921
Copra	₱ 3,234,072 ₱		4	Ilang-ilang	₱ 10,626	2,000		
Copra meal		128,961	282,126	Pearl buttons	10,812	57.464		26.611
Cordage	9,884	66,353	56,189	Sesame seed.				6.033
Cloth, cotton, etc	464	23,931	202	Shells, all kinds.	50.674	35 387	•	8 401
Embroideries	28,094	1,788,133	737,657	Sugar:		0000		1016
Fish and fish products	26,562	34,162	10,105	Centrifugal		1 004 068	205	2 054 647
Fruits		220	1,285	Raw	1 616 266	1 508 708	1 205	1 228 134
Furniture	2,334	5,862	714	Tobacco:	002,010,1	001,070,1	776'1	o,13 <del>1</del>
Gums and resins:				Cigare	120.081	2 126 756	2	542 055
Conal	11 656	10.050	300	Ciscation	450,904	2,130,730	ť, č	6,433
Flami	1526	13,030	200	Cigarettes	8,242	33,776	κή ·	33,267
Cotte	•	000,51		Leaf tobacco	380,748	129,800	4	48,720
Gutta-percha	18,518	9,830	583	All other tobacco	8,406	23,366	33	33,056
Kubber, crude		4,800	9,000	Soaps		1,037		456
Hats	54,916	860'96	17,267	All other domestic exports	145,538	46,126	51	51,527
Hemp, knotted	109,914	14,450	6,267					.
Hemp, all grades	4,481,048	4,977,503	1,808,106	TOTAL DOMESTIC EXPORTS	₱ 10.997.142	₱ 14.803.958	₱ 14 722 675	2 675
Maguey, all grades	866'96	128,250	94,552	-				
Sisal, all grades			293	United States products	6,410	418,490	100	106.991
Hides and skins	1,436	1,359	685	Other countries' products	55,315	49,894		9,027
Lumber, all kinds	73,544	75,798	35,599	•				
Malt liquors	4,820	9,304	0,070	Total foreign exports	₱ 61,726 ¹	P 468,384	₱ 20€	205,928
Oils:								
Coconut	189,000	2,124,965	2,536,078	TOTAL EXPORTS	₱ 11,058,868 ∄	P 15,272,342	14,928,603	8,603
	Values of Total Tra	de by Countries for	the Month of Se	Values of Total Trade by Countries for the Month of September, 1913, 1920, and 1921, in Philippine Currency	Surrency			
COUNTRY	1913	1920	1921	COUNTRY	1913	1920	1	1921
								:
United States	₱ 11,025,994 ₱	7	12,571,027	France	₽ 1,459,736 ±	318,656	₽ 900	618'006
Hawaii	243,220	1,315,967	236,453	Belgium	111,233		92	92,010
Guam	1,964	+4,559		French East Indies	1,119,018	1,495,412	374	374,932
Japan	1,073,080	2,498,772	2,433,476	Switzerland	102,632	92,994		67,123
United Kingdom	2,413,216	2,464,417	1,907,418	Siam	58,694	962,623		67,757
China.	760,176	2,647,935	1,895,610	Netherlands	96,814	51,961	1,732	1,732,473
Spain	555,458	138,941	85,097	Germany.	1,362,236	117,749	1,461	1,461,679
Hongkong	279,282	857,366	556,767	Italy	130,148	183,453.	176	176,668
British East Indies	259,582	665,394	403,282	Japanese China	18,774	19,833	9	6,358
Dutch East Indies	63,954	231,834	812,937	Other countries	291,964	63,676	43	43,153
Australasia	619,602	733,522	641,125					ĺ
Canada	29,402	16,578	20,560	Total	P 22,077,164 1	P 43,537,628	P 26,486,784	5,784

# SEPTEMBER, CUSTOMS ANALYSIS FOR SEPTEM! FOREIGN COMMERCE OF THE PHILIPPINE ISLANDS

Value of Principal Imports for the Month of September, 1913, 1920, and 1921, in Philippine Currency

	Value of Prin	cipal Imports for the	Month of Septe	clue of Principal Imports for the Month of September, 1913, 1920, and 1921, in Phihppine Currency	rency			
ARTICLE	1913	1920	1921	ARTICLE	1913		1920	1921
Agricultural implements, and parts	₱ 10,512	P 120,713 P	145	Leather, and manufactures of:				
Carabao	614	107,086		Shoes, leather soles	₽ 167,18±	#-	61,620	11,793
Other cattle	21,708	33,484	406,966	Shoes, rubber soles.	65 53		1,080	53.585
Other animals	3,550	520	3,123	Matches	13,10		23,437	64.852
Books and other printed matter	65,460	110,746	64,353	Meat products	453,87		141,930	489,070
Brass, and manufactures of	36,708	92,474	20,053	Dairy products	328,320		580,966	319,185
Wheat hour	058,1	97.570	715,537	Musical instruments, and parts of	19,740		29,450	22,290
Automobiles, parts of, tires for	231,992	1,090,629	385,052	Naphthas, including all lighter products		ı	636,67	1/0,/22
Other cars, carriages, etc., and parts	960,59	96,319	60,970	of distillation.	194,778	-	385,503	719,969
Cement.	91,416	441,979	126,095	Illuminating oil	450,656		184,308	1,090,895
Chemicals, drugs, dyes and medicine	165,868	483,460	138,450	Lubricating oil	42,23	•	406,104	113,653
Clocks and watches, and parts of	21,048	14,71	12,117	Other oils	50,788		107,051	38,491
Coal	16,530	175,003	474,370	Paints and pigments	75,46		110,001	111 008
Coffee	71.486	94.976	57.307	Paper, and manufactures of paper,	10.4		0.618	4 245
Copper, and manufactures of	50,860	37,584	34,866	Perfumery and all other toilet preparations	49.63		131,221	38,791
Cotton cloths.	1,701,768	6,893,571	1,566,613	Photograph equipment and supplies	15,994		60,004	28,114
Cotton, and manufactures of, except	601 103	200100	330 007	Plated ware, gold and silver.	36,47		25,624	5,780
Diamonds and ather products atoms	091,192	2,044,033	1.20,333	Kice	1,180,595		2,192,335	156 603
Diamonds and other precious stones,	52 470	275 052	31 740	Silks, and manufactures of	125,502		113,301	70,093
Farthen stone and china ware	23.654	119.193	47,459	Spirits wines and liquors	52,23		92,187	110,685
Eggs.	64,192	86,852	68,952	Starch.	7.79		33,440	19,146
Explosives	12,490	82,059	11,724	Sugar and mo'asses.	52,878		46,045	35,344
Fibers, vegetable, and manufactures	80,658	243,930	209,228	Tea	8,61		25,505	22,378
Fish and fish products	67.71	386,703	57,728	· Leaf tobacco	16,68		530,108	31,972
Glass and plass ware	59.544	232.667	69.324	Tows	11.52		18,654	12,000
Gold, platinum and silver, manufactures		- 1		Vegetables	132,956		161,488	182,008
00 J	31,874	9,231	27,110	Wax	40,79		26,525	29,261
Hats and caps, and parts of	81.726	111.543	50.002	Wood, and manufactures of	80,372 79,176		321.156	39,117
Electrical instruments and apparatus.	176,524	359,362	234,270				3,450	9,591
Iron and steel, and manufactures of	2,104,736	4,494,728	1,509,074	All other articles	432,050		635,841	291,439
Lead, and manufactures of	12,850	52,775	6,123	Totals.	₱ 11,018,296	#	28,265,286 ₱	11,558,181
Value of Total Trade by Nationality of V		ssels for the Month of September, 1913, 1920,	13, 1920,	Tonnage movements in the foreign trade, of vessels of direct clearances	ign trade, of ve	essels of dire	ct clearance	
and 1921, th	rddmu			at ports of entry, auring	the Month of	Septemoer, 1	126	
SHIPS' FLAG	1913	1920	1921			1921	1	
Philippine.	316,040	189,061 P	209,170	Ports of Entry	Entered	- Pa	ŏ	Cleared
American	15,057,068	18,091,994	11,915,945		Vessels	Net Tonnage	Vessels	Net Tonnage
French Dutch		395,018 298.155	547.342	- 1				
German.	2,128,998			Manila	50	169,456	20	187,993
Chinese	1 609 070	499,594	18,434	Cebu	. w	8,978	9	20,216
Swedish	10,00,1	2011201	64,385	Jolo	7.	1,171	7.	1,171
Norwegian	40,448	18 62.820	48,247	Zamboanga	<del>-</del>	0,0,0	- 1	4,200
Spanish	993,096	133,005	71,554				Ī	
All other Flags	110,390	2,101,500	1,031,031	TOTAL	61	199,822	02	226,061
lotals	F 22,0//,164	r 43,331,028 F	20,480,784		-			:

### Review of Conditions in the Philippine Islands for the Month of October, 1921

### SUGAR REVIEW

By GEORGE H. FAIRCHILD, President, Welch, Fairchild & Co., Inc.

Towards the end of September the Cuban Committee reduced their selling price from 3½ cents c. & f. (4.85 cents landed New York duty paid) to 2½ cents (4.22½ cents landed New York duty paid). With this reduction the market became active, but following close upon it came a reduction in the price of refined from 5.60 cents to 5½ cents, and the demand for raws slackened, buyers apparently anticipating still lower prices. At this time large sales of Philippine centrifugals were made at 4.12½ cents or .10 cents below the parity of Cuban prices.

The market remained steady but quiet at these prices during the first half of the present month, although it was suspected that the Cuban Committee were selling secretly at slightly less than their price of 25% cents c. & f. On account of this, holders of Porto Rican and Philippine sugars found themselves unable to make further sales at 41/8 cents, and reduced their price to 4 cents at which price there have been moderate sales. About the middle of the month, the Committee openly reduced their price to 21/2 cents (4.10 cents landed New York, duty paid), at which price they have made large sales, and the market continues fairly active at this price. The price of refined has been reduced to 5.20 cents

The most interesting feature of the local market during the past month has been the keen demand from Japan for the remaining stocks of muscovado sugars. News of the small crop of muscovados for next year has no doubt reached Japan, and may probably account for the keen demand for the balance of stocks of the present crop. As a result of the recent purchases by Japan, these stocks are now practically exhausted. Japan was principally interested in the lower grades, i. e., Nos. 3, 4 and 5. Business commenced at P6.50 per picul, f. o. b., for No. 3, and, as the available stocks gradually diminished, prices advanced to P7.75 per picul, f. o. b. This recent demand for muscovados shows how largely independent these sugars are of the world's markets for centrifugal sugars. While the price of muscovados was advancing, the market for centrifugals in New York and elsewhere was declining, and prices for centrifugals in the local market declined from P9.50 to P8.75.

The Javan market during the past month has been quiet with prices gradually declining. Towards the end of September there was a good demand from India, but this disappeared early in the present month. While the de-

mand from India lasted, business was done at Gs. 13% for ready Superiors and Gs. 10% for ready Browns, per Javan picul, ex warehouse, and for November-December delivery at Gs. 14 for Superiors and Gs. 103/4 for Browns, ex warehouse. Prices have since declined and latest quotations are Gs. 121/2 for ready Superiors and Gs. 95% for ready Browns, ex warehouse. The Japanese demand for muscovado sugars also affected the market for muscovados in Java, and prices for Javan muscovados were higher than for Browns. which are a superior grade of sugar. Muscovados were done at Gs. 101/2 while Browns were done at Gs. 93/4. We are informed that the free stocks of Javan muscovados are now exhausted.

The low prices for sugar and the critical financial situation in which the industry finds itself in most parts of the world are beginning to be reflected in the forecasts for the coming crops throughout the world. The plantings in India have been reduced 10%, in Hawaii 25%, and the next Cuban crop is estimated at 3,500,000 as against 4,000,000 tons for the present crop. Regarding the next crop of Philippine sugars, in our last review we gave the provisional estimate, based on areas planted, of the Panay and Negros crop. From recent advices from Negros, we expect that this provisional estimate will require to be considerably reduced, as in many districts the cane is in very poor condition owing to planters not having sufficient funds to give their cane the necessary cultivation and attention. The provisional estimate for the production of centrifugals and muscovados in Luzon and Mindoro has not yet been prepared.

The news, however, concerning the European beet crop are more favorable. It is estimated at 3,895,000 tons as against 3,600,000 tons last year. Increases in production are noted in the principal beet producing countries in Europe, with the exception of Russia.

With a surplus of from 1,500,000 to 2,000,000 tons of sugar facing the world on this year's production, buyers are still inclined to be bearish on the situation, notwithstanding the smaller crops for next year above referred to

Manila, October 26, 1921.

### REVIEW OF THE HEMP MARKET By H. FORST, Secretary and Assistant Treasurer, Macleod and Company, Inc.

The sharp advance recorded towards the end of September was but of short duration and prices began to sag during the first half of October. For close on to two weeks both America and England bought fairly heavily at steadily advancing prices. Once the demand, however, was satisfied, hemp became practically unsalable at any price, and that is the situation at writing. The pending strike in the United States no doubt has had some influence on the market and has made buyers pursue a cautious policy.

Besides the increase in values while the markets were active, the most beneficial result obtained is the reduction in Manila and Cebu stocks from 337,000 bales at the end of September to 293,000 bales at date.

### PACIFIC MAIL

STEAMSHIP COMPANY

UNDER AMERICAN FLAG SINCE 1848

Operating the Following New Steamers in Trans-Pacific and Manila-East India Services:

- "Golden State"
- "Creole State"
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## MISSING PAGE(S)

Statistics

Total Receipts to October 24

1921 1920 Decrease

Bules Bules Bules
602,018 922,647 320,629

Shipments during October, 1921

	Baies
To U. S	19,097
To U. K	33,995
To Continent	12,003
Elsewhere and Local	18,461

Total..... 83,556

Receipts for October, 1921, 60,000 bales. (Last week in October estimated.)

Shipments—January .	1 to Octobe	r 24
	1921	1920
	Bales	Bales
To U. S	214,192	484,903
To U. K	179,251	365,088
To Continent	46,283	36,688
Elsewhere and Local	183,105	110,811

Our estimate as to the year's production remains unchanged.

Decrease . . . . . . . . 374,659

Total..... 622,831 997,490

Japan continues to show an interest in low grade hemp and has bought certain stocks which could not be used for any other purpose except the manufacture of paper. Shipments afloat and loading to all parts are heavy and, it is our belief, will prevent any

material advance in prices for some months to come.

At the close, both New York and London report their markets dull with a downward tendency, owing to absence of demand.

### COPRA AND ITS PRODUCTS

By S. R. WHITE
President of Willits and Patterson, I.td.

The weakness in the copra market at the end of September has continued throughout October and has again produced a buyer's market instead of a seller's market, almost a reversal of conditions early September. Prices have sagged with the falling off of the export demand until at the end of October we find them about 75 centavos under the prices early in the month. The price for bodega copra now stands at ₱9.75 with indications that this level will remain the same for sometime. The local prices have followed the European and American markets. The low price in London for September of £29/0/0 per ton for sun-dried became the high price for October and at one time dropped to £26/10/0. A reaction to £28/0/0 did not last, and the price again dropped to £27/5/0, at which figure the market closed quiet. American buyers offering \$4.40 per 100 pounds, c. i. f. Pacific Coast, early in the month, later bid only \$4.00, and while there are indications that business could be done at  $4\frac{1}{8}$  cents per pound, the demand seems limited.

Arrivals of copra for October, while not as large as for September, are estimated at about 25,000 tons. Exports have continued fairly heavy, due to some extent to the filling of contracts closed while the market was firm. Shipments to Europe aggregated about 10,000 tons and to the United States about 5,000 tons. The percentage shipped to America is larger than at any time during recent months.

### COCONUT OIL

The continued operations of a large number of mills would seem to indicate a more healthy condition in the coconut oil market than is actually the case. In reality there are more mills operating than is necessary to mill the total copra production of the Islands, which means that all can not operate to capacity. However, with the lessening demand of exporters, the mills have been able to purchase fair amounts of copra at more reasonable prices.

Coconut oil in Europe reached a low level of £42/0/0 during late October, which is the lowest for sometime. This is a drop of £40/0 per ton from the price of £46/0/0 early in October. American buyers are not particularly anxious to operate and are merely quoting nominal prices for forward deliveries. Private cables at the close of the month indicate that oil is offering at 8 cents ex sellers' tanks, New York, while the



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Pacific Coast mills are offering to sell for forward positions at 71/8 cents ex sellers' tanks, Pacific Coast. The quotations for sales, c. i. f. Pacific Coast, were 71/2 to 75/8 cents and for c. i. f. Atlantic Coast ports 8 cents to 81% cents. Local prices ex tanks, Manila, have ranged from 29 centavos to 31 centavos per kilo. There were exports of 11,000 tons during the month, practically all of which went to America.

The weak position in America has been due to large extent to the weakness of lard, tallows, and cottonseed oil, as well as to the possibility that the Emergency Tariff, which expires on November 28, may not be renewed nor any provisions made for imported oils in the Permanent Tariff. The recent increase in food prices in the United States has caused considerable unfavorable comment concerning the tariff on foodstuffs and this will no doubt have its effects on Congressional action on the Permanent Tariff. The Foreign Commerce Association of the Pacific Coast, nevertheless, advises that they have been reliably informed that the Emergency Tariff would be continued in force after November 28 until Congress has acted on the Permanent Tariff. This means a continuance of the duty on foreign vegetable oils competing with coconut oil in America.

### COPRA CAKE

Copra cake has dropped to £6/0/0 in Europe and the market is reported dull at that price. Some London merchants contend that there will be a revival later in the year, as in many parts of Europe supplies are small and buyers are only contracting for their immediate requirements. It is not expected, however, that the cake market will again this year reach the high levels of August and September. The redeeming feature in the cake market for this month has been the sales to Japan for use as fertilizer. American markets continue at about the same level as for the past few months, namely \$16.00 per ton.

### GOOD PROSPECTS

It is interesting to note that America consumed during the first eight months of this year about 250,000 tons of cotton seed oil more than was consumed during the same period in 1920. This augurs well for the whole vegetable oil industry and indicates a healthy revival of business in these lines. The figures are not available for coconut oil, but it is certain that there has been a heavier demand during recent months for coconut oil than any time since the slump in early 1920. A large part of the increased consumption of cotton seed oil is probably accounted for by the exclusion of foreign vegetable oils by the Emergency Tariff. This should cause producers and millers of cotton seed to bring pressure to bear for the continuance of the tariff on vegetable oils.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

Just at the time when the local consumption of tobacco products is showing signs of returning to normal, we are greeted with a proposal to increase the internal revenue taxes on all cigars and cigarettes manufactured for local consumption.

It would appear that the Government, instead of levying additional burdens on the tobacco industry just at this time, would refrain from hampering the manufacturers who are already suffering by reason of the decreased production of their plants.

While it is perfectly true that the price of raw materials shows a marked decrease in value, it must be borne in mind that this decrease represents a direct loss to the manufacturers and dealers holding leaf stocks. and is not the result of either decrease in the cost of production, transportation, handling, interest, or the numerous other factors which enter into the cost of raw materials.

As is generally known, most of the cigar factories and dealers in leaf tobacco have. during the past few months, been compelled to write down their stocks on hand to prices that represent a large loss, as compared with the purchase price. It now develops that the book values of their raw material are still too high to admit of accept-

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### VACUUM OIL COMPANY LOS OF SEMPLIES OF SEMP

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ing the offers being made by American importers.

Recent cables from New York indicate that twenty-pound Londres are being offered at \$19.50, c. i. f. New York, which means approximately \$24.00 per 1,000, ex factory, Manila, which is considerably less than the cost of production. In order to meet these quotations, the only remedy is to further decrease the book value of raw materials and write off the loss that results.

### ERA OF THRIFT AND ECONOMY

In the event of an increase in the revenue tax collected on tobacco products, the addition in the taxes will have to be passed on to the consumer—which means that present prices will have to be advanced. The purchasing public is not in a mood to accept price increases, even though they are accounted for by an increase in government tax collections. It is generally conceded that the only solution of the present economic crisis is a return to the former methods of thrift and economy. That the average consumer is being governed by this policy is the opinion of retailers throughout the Islands.

Tobacco products can hardly be classed under the heading of necessities—they are usually considered as a semi-luxury and it is clementary economics that an increase in cost will result in decreased consumption—

in which event the object of the proposed increase in internal revenue taxes will be defeated.

### OVERDOSE OF PATERNALISM

The tobacco industry is suffering by reason of an overdose of paternalism on the part of the Philippine Government.

The demand in the United States for Philippine Cigars during the War period can hardly be attributed to any action on the part of any department of our local government, any more than can the demand which existed for sugar, copra, coconut oil, or other products. The demand was solely the result of the inability of American manufacturers to keep the market supplied, coupled with the fact that local manufacturers were able to quote prices far below the production cost of the manufacturers of American Domestics, under the scale of wages that applied in America during that period.

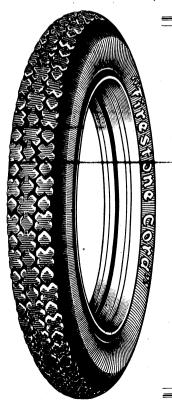
On all sides we have evidence of curtailed consumption as a result of high prices; and, running at less than normal capacity, as most of the factories are, a further decrease in production with the proportionate advance in the cost of the finished product which naturally follows, will cause most of the smaller factories to shut down and further add to the list of unemployed.

### THE RICE INDUSTRY By Percy A. Hill Bantug, Muñoz, Nueva Ecija

Weather conditions during the next few weeks will decide the status of the 1921-1922 rice crop, but, even if favorable, there will be a decreased amount available, owing to adverse climatic conditions early in the year. This amount has been roughly calculated to be between three and four million cavans of palay.

The holdover will be considerable, however, but not enough to balance the difference in production; furthermore large stocks are being sold to millers, as the new crop becomes due. The amount of "war" stocks available in Indo-Asia is not known exactly, but, as they have a monopoly of the rice-market and prices, it can be confidently expected that they will continue to dominate the Philippine industry thru the Chinese importer, unless the protective tariff requested is granted. The suspension of importations has been nothing more than a vague motion, for enough has been imported "under contract" to dominate the insular markets.

As an example of the fact that what affects the producer also affects business and national wealth, we may point out that during the last twenty years, an average of P14,000,000 has left the Islands annually for Indo-Asia. In the year 1920, P16,329,770 went over-seas,



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and, from January 1 to July 31 this year, over four million pesos have been spent unnecessarily for food, when we had the supply here on the ground. This is worth investigating, as it was uncalled for; nor was it sound business in the face of actual conditions.

With the national wealth drained of a quarter billion pesos during the last two decades, is it any wonder we find ourselves in financial difficulties? Even in April and May, 1921, at the peak of supply, nearly a million pesos went overseas. The United States has just put on a protective tariff of P4 per 100 lbs. of rice and P1.50 per 100 lbs. of (paddy) palay which is approximately a cavan. This is more than the Philippine rice producer requests, being only P5 per 225 lbs. of rice, to maintain supply, and keep that much more wealth in permanent circulation.

There is a movement on foot, to erect palay warehouses at primary points in the Central Luzon plain, in the interests of the producers to take care of the peak load, as the Chinese purchase the crop at low prices, owing to market glut and over-burdened traffic dispositions. The rice producers of Arkansas have this year been forced to organize for the disposing of their crop thru a central agency, and they expect to co-operate with the growers of Texas and Louisiana. In a similar manner the rice industry must be organized here, if the grower wishes to have a say in the disposal of his produce. As a corollary, financial

institutions will have to be sought to arrange loans on the stored rice from 90 to 140 days, and there would be no better risk than taking as collateral the storage receipts of the national food supply, in properly insured storage warehouses.

### MILLING

The milling of rice is as necessary a part of the industry as that of producing, yet the milling industry has signally failed to cooperate with the grower in striving to standardize a grain that fits the milling, producing and consuming interests. This should be done with a view of eliminating the varieties that are too long, too short, or those that do not stand up under the milling processes. A saving of from 10 to 15% of the crop might result from this, besides allowing the plants to operate more economically. In 1919 the amount of capital invested by the Chinese in the storage, milling and distributing of rice was calculated to be P215,000,000, consequently anything done to promote better and more uniform varieties would vastly benefit the capital invested in this end of the industry.

The producer and the miller should by no means be antagonistic, but, unfortunately, there is a lack of cooperation between these elements. The rice industry could benefit by intelligent cooperation as much as the sugar industry has done. There is a tendency on the part of the buyers, storers, and millers to look upon the rice grower as a man whose duty it is to produce to the limit, and, having produced, turn over his product to the nearest

buyers for what they choose to pay, and repeat himself in the producing game. They too often resent any interest the grower takes in the problems of marketing his produce. This attitude must be changed if the industry is to prosper.

As the entire buying and distributing end of the business is in the hands of the Chinese community (the English, and to a certain extent native competition, having been driven out), they dominate the industry to the detriment of the producer. Constructive business looks to both ends they serve, and this the Chinese have failed to comprehend. There is a need for graded rice in the Philippine market, instead of the uncertain determination of grades as they now exist. This grading has been effected in America by the U.S. Bureau of Markets, with the cooperation of both miller and producer, with gain to all elements, and there is no logical reason why it could not be accomplished in the Islands, if the millers were to do their part. Cooperation must replace antagonism, if business in general is to be benefited.

### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS,

Manager,

International Banking Corporation



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drafts and 31/2% for telegraphic transfer. Rates eased off to 2% and 3% on October 1, and on the 4th 11/2% and 21/2% was done. By the 6th, rates had reached 1% and 2%, and on that day the Insular Treasurer announced that his selling rates would be 2% for demand and 3% for telegraphic from the 7th.

The market was dull and unchanged until about the 11th, when a slight firmness set in and rates went to  $1\frac{1}{2}\%$  and  $2\frac{3}{4}\%$ , and later to 2% and 3% on the 13th. Rates remained at about this level until the 24th, when they again eased away to  $1\frac{3}{4}\%$  and  $2\frac{3}{4}\%$ . The 25th saw a further decline to  $1\frac{1}{2}\%$  and  $2\frac{1}{2}\%$  and this report closes on the 28th with the market at about that level.

The better tone reported in our last report in connection with the hemp and copra markets has subsided during the period under review, and export business in general appears to have again fallen back into its former state of dulness. The slightly better demand for imports noted in our last report appears to have continued during the month.

### SHIPPING REVIEW

By A. G. HENDERSON, General Manager for the Far East, Frank Waterhouse and Company

The long looked-for reduction in passenger rates to the Pacific Coast, as predicted in our columns for August, becomes effective this month by one line. The cut works out at about 10%, and without doubt will shortly be adopted by other lines. The basic rate now quoted by this line is P676 to Seattle and British Columbia Ports, against the former rate of P750. Whether or not this presages the return to normal of passenger fares remains to be seen, but rumor is to the effect that a further reduction may be looked for within six months. Freight rates are practically on a par with pre-war rates, but

passenger rates have until this month remained 50% higher than in 1915.

In local shipping and mercantile circles, the press despatches of October 26, announcing the early extension of the United States coastwise laws to the Philippine Islands, are being widely discussed. The consensus of opinion seems to be that if enough operators are given ships, with a view of stimulating healthy competition, and thus avoiding all semblance of monopoly, the law will work to the mutual advantage of both countries. It will operate to put in commission a great many of the 740 steel vessels now idly swinging at anchor at the various laying-up ports of the United States. Appended is Section 21 of the Marine Act of 1920 showing its application to the Philippines:

Sec. 21.—That from and after Feb. 1st. 1922, the coastwise laws of the United States shall extend to the Island Territories and possessions of the United States not now covered thereby, and the board (shipping board) is directed prior to the expiration of such year to have established adequate steamship service at reasonable rates to accommodate the commerce and the passenger travel of said islands and to maintain and operate such service until it can be taken over and operated and maintained upon satisfactory terms by private capital and enterprise: Provided, That if adequate shipping service is not established by Feb. 1st, 1922, the President shall extend the period herein allowed for the establishment of such service in the case of any Island Territory or possession for such time as may be necessary for the establishment of adequate shipping facilities therefor: Provided, further. That until Congress shall have authorized the registry as vessels of the United States of vessels owned in the Philippine Islands, the Government of the Philippine Islands is

hereby authorized to adopt, from time to time, and enforce regulations governing the transportation of merchandise and passengers between ports or places in the Philippine Archipelago, and provided further, that the foregoing provisions of this section shall not take effect with reference to the Philippine Islands until the President of the United States after a full investigation of the local needs and conditions shall. by proclamation, declare that an adequate shipping service has been established as herein provided and fix a date for the going into effect of same.

The decision rendered on October 4 by the Supreme Court of the Philippine Islands, upholding the limitation of steamers' liability for loss to \$100 per package or \$500 per ton is of more than passing interest alike to shipper and consignee. The decisions, which were rendered in two cases, are the first upholding American Admiralty law, since 1907, by the Philippine Islands Supreme Court, and are in full accord with the Harter Act of the United States.

Of more than ordinary importance to steamship companies is the suit for P22,080 filed on October 27 against the Insular Collector of Customs for an alleged short delivery of seven cases of cotton textiles, out of a total shipment of 30 cases. The Philippine Islands, alone of all countries of the world, requires that all cargo imported be delivered to the Collector of Customs, and by him delivered to consignee. The Customs delivery check from Piers is the only check that the Customs will recognize, and as a consequence the steamer is held responsible for any shortage or misdelivery occurring after landing.

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 July 20 to Aug. 20.
 558,491

 May 1 to July 20.
 1,445,932

Transfers of real estate in Manila from September 20 to October 20, while somewhat less than for the previous month, show a very decided upward trend, particularly when we consider the monthly record since last May. The showing is very satisfactory, as the P857,446 represents almost no very large transactions, indicating a much greater movement of small properties. This seems to show a decided tendency in the improvement of the general real estate market, and, as closely as can be judged from the incomplete meterage records of the Register of Deeds, the maintenance in general of good prices, as far as information is available.

Suburban sales were less than during the past two or three months, but show a fairly satisfactory comparison. Information is received of the formation of two new suburban subdivision companies.

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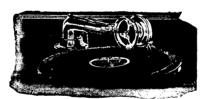
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### Prominent Americans in the Philippine Islands

### WILLIAM J. ODOM

William J. Odom, contractor and builder, was horn in Rutland, Vermont, on November 8, 1880. It is recorded in the Odom family annals that young Bill began his contracting and building career at the tender age of 12, when he embarked upon a lathing contract. In 1899 he came to the Philippines with the 26th U.S. Infantry. His mechanical and technical skill won attention and when such help was required in 1901 to build the Santa Cruz bridge, Odom was discharged and given a contract with the Engineer Corps as a foreman on that job. Incidentally, he is one of the few foremen on that job who kent out of Bilibid, as old-timers will remember. Late in 1901 he went to Bataan, where he constructed 24 bridges, from Pilar to Floridablanca. There he remained until 1902, when he entered the service of the civil government. Immediately after the San Francisco earthquake in 1906, Mr. Odom left for that city, joining his brother in the contracting business. After 30 months of intense activity in that renascent community, he returned to the Philippines. The next two years, 1909 to 1911, he spent largely in the province of Capiz, building 72 bridges, over 1,000 culverts and 30 miles of road. Since 1911 he has been located in Manila. Among Mr. Odom's most notable achievements in the construction line is the Masonic Temple, which he built jointly with Mr. Patstone.

Mr. Odom, an Active Member of the Chamber, was the moving spirit behind the formation of the Builders Section of the Chamber.





### ROBERT S. ROGERS

"Bob" Rogers, as he is familiarly known among his legion of friends, is one of Manila's younger successful business men. Born in Richmond, Virginia, in 1886, he attended Fishburn's Military School at Waynesboro, Virginia. At the age of 20 he entered the employ of the American Tobacco Company in Philadelphia. In 1912 he joined the staff of the Liggett & Myers Tobacco Company, with which concern he has been ever since.

The Liggett & Myers Company opened a Manila office in 1914, and in 1915 Mr. Rogers was sent out to become its manager. Every year since then has shown an increase in local

business. Starting with six employees, the office now has 125. This year the company opened a factory for the manufacture of Philippine cigarettes. Due largely to Mr. Rogers' efforts, Liggett & Myers brands of tobacco and cigarettes are sold in every province of the Islands. The company is one of the largest doing business in the Philippines.

Mr. Rogers represents the Liggett & Myers Tobacco Company on the active membership of the American Chamber of Commerce. He is also a member of the Army and Navy, Manila, Polo, Golf, Elks, and Rotary Clubs.

### DR. HARRY D. KNEEDLER

Dr. Kneedler, better known as property owner and real estate operator than as a physician, having retired from the active practice of medicine in January, 1920, was born in St. Louis, Missouri, in 1870. Upon his graduation from he Beaumont College, St. Louis, in 1892, he became resident physician at Alexian Brothers' hospital, remaining in this post until the Spanish-American war, when he was commissioned as Major and Surgeon in the Fourth Missouri Volunteers. He served during the war as acting brigade surgeon on the staff of General Lincoln, eing mustered out in Havana, Cuba, where he practiced medicine until the Boxer outbreak in <sup>(hina.</sup> He reentered the army as a contract Surgeon during that campaign, serving with the eventh Artillery. In October, 1900, he arrived Manila, and was with the troops in Albay during the Philippine Insurrection. When the

cholera broke out in Manila in 1902, he had his contract annulled and volunteered for work with the Sanitary Board under Dr. L. M. Ross.

Dr. Kneedler practiced medicine in Manila until his retirement from active practice two years ago. His keen business sense has enabled him to successfully operate in the real estate market and he is one of the largest American property owners in the Islands. Among his properties are the Kneedler building, the St. Anthony hotel, the Belnord apartment house, and the Mason Court apartments.

During the late war Dr. Kneedler served with the Red Cross in Siberia, spending the winter of 1918 on the Perm and Koongore fronts with the All-Russian troops.

Dr. Kneedler is president of the Oriental Safe Deposit company. He is an Active Member of the American Chamber of Commerce.



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#### THE PINEAPPLE INDUSTRY IN THE PHILIPPINES

By B. A. GREEN

That the Philippine Islands will become a rival to Hawaii as a pineapple producing and canning country within the next ten years is a bold statement, but those who know the present drawback of the Hawaiian Islands, and are familiar with the pineapple grown in these Islands, in the neighboring province of Bataan, arross the Bay from the City of Manila, which for richness of flavor are superior to any that find their way to the tables of tropical fruit lovers, do not doubt such a possibility.

The Philippine pineapple is, in fact, owing to its extraordinary fecundity, one of the Islands' agricultural assets, and with the much needed improvement in transportation facilities, the day is not far distant when the importation of Hawaiian pineapples into the Islands will be a thing of the past, while the export of the fruit, both fresh and canned, will possibly equal the exports of copra and hemp. Private initiative has already placed Manila on the map as a pineapple producing country, and it needs but the good will of the government and the consuming public, and some publicity, to make the canning of this fruit a great success and a new source of Philippine wealth.

#### ORIGIN AND HISTORY

Before taking up the culture of the pineapple, it would be well to say a word regarding the history of the fruit in these Islands. Whether the Philippine pineapple is exotic or endemic it has, from time immemorial, enjoyed fame as the source of the delicate fiber used in the manufacture of piña cloth, which formed one of the principal articles of commerce between these Islands and China for many years before the coming of the Spaniards to these shores. One is led to believe, judging from mention made in ancient ecclesiastical records, that the home of the pineapple cultivated here in those days was Brazil, and that from there it was brought by Portuguese adventurers who for many years searched the Bataan and Zambales mountains for precious metals, Mounts Mariveles and Natib being their principal prospecting ground. Be that as it may, when Miguel Lopez de Legaspi took possession of the Islands in the name of the King of Spain in 1571, the natives were using the leaves of some unknown plant for the extraction of their fiber. But as agriculture

was not in the minds of the early colonizers, it is not surprising that it was not until 1620 when the first Dominican missionaries came to the Islands, and four of their number were sent to labor among the then semi-savage inhabitants of what is now Bataan, that the discovery was made that the highly prized fiber was obtained from the leaves of a small, hardy pineapple which had grown wild in many parts of the province, and more extensively in Abucay, where the missionaries made their headquarters for a period far beyond the memory of the oldest inhabitant.

Little attention was given to the plant for more than a century; but in 1740 an effort was made to introduce a larger variety from Mexico, where it had long been grown successfully from plants introduced from the West Indies. Small success came from the venture, however, as it failed to receive the support it merited, with the result that American occupation of the Islands in 1898 found pineapple culture in practically the same stage as when the Spaniards first came to the Archipelago.

In 1902-1903, according to the Bureau of Agriculture, there were only a few hundred hectares of land planted to pineapples in the Philippine Islands. The Manila market for the fresh fruit was, at that time, supplied from Orion, Bataan, where thirty hectares of more or less jungle land in the barrio of Dumulong were given over to the growing of the fruit.

#### EFFORTS TO IMPROVE

In 1908 an agricultural assistant of the Bureau of Agriculture reported that "the pineapple has never been, and is not as yet, commercially grown in the Philippine Islands." In this year, however, Hawaii was putting out a pack of 391,000 cases of canned pines, while the principal demand here was being supplied from the United States and Hawaii, despite the fact that we had at hand a product inferior only in size to the imported one. And while the government was bewailing the fact that local pineapples were not yet commercially known and was making no effort to foster the industry, private enterprise was busy looking into the possibilities.

It was not until 1912, however, that any real systematic effort was made to improve pineapple culture in the Islands. By that time Hawaii

was turning out a pack of 1,313,000 cases of canned pines, and the reputation of the fruit was such that the Philippine government again bethought itself of pineapple possibilities in these Islands. Steps were thereupon taken to import from Hawaii a number of ratoons and "suckers" of the smooth Cayenne variety, which were planted at Lamao. Smooth Cayenne fruit was of larger size, with an average weight of two kilograms, very juicy, rich, sweet, and yet sprightly acid; its flavor was excellent. making it an ideal fruit for the table as well as for canning. As an export fruit for the Hongkong and Japanese markets it gave great promise, although it did not have the keeping qualities for shipping long distances.

Another shipment of the same variety was imported and tried out in Bataan. But, before definite results were attained, the Philippine Pineapple Plantation Company was formed to grow and can pineapples at Pinelands, near Cabanatuan, Nueva Ecija. Unfortunately, poor judgment was used both in the choice of location and plants for this new enterprise. Instead of choosing the Hawaiian variety of plants in the Hawaiian market, where they had been brought up to a high standard, 400,000 plants were imported from Singapore. These proved unsuitable for Philippine soil and hence were poor producers. A small cannery was established at a cost of some \$\mathbb{P}70,000, and for a time it looked as though all would go well until a new crop of better selected fruit could be produced. But misfortune stared the young enterprise in the face. Inability to secure irrigation during the dry season, and lack of drainage during the wet season, the location chosen being a flat, suitable for lowland rice but not for pineapples. Disheartened by the outcome of the venture, the principal stockholders decided to dispose of the business. A syndicate interested in growing Hawaiian seed plants at Abucay, Bataan, took over the cannery, which was moved to Orion. Bataan, the heart of the pineapple district on Manila Bay, and a year later the factory was trebled in size. This was the first serious attempt to place the Philippine pineapple on the market as a commercial product. Going right to the home of the fruit which still continued to grow in all its pristine wild glory, this concern began to put the native plant through a course of cultivation, allowing it to remain in its native habitat, but free from the dense tropical growth that almost hid it from view. It was soon found that by this treatment an excellent fruit for canning could be produced, a fruit that retained all the superior proprieties of the native pines, and in which the fiber was reduced to the percentage of that in the Hawaiian fruit.

In 1911 the Abucay Plantation Company set out 10,000 smooth Cayenne plants, from Hawaii, at their plantation in Abucay, province of Bataan, and so successful was the result of this trial planting that later 200,000 more plants were imported from Hawaii, and at a still later date an additional 200,000 plants were imported.

The fruit grown at Abucay immediately found favor in the Manila market, and many connoisseurs, who are familiar with the Hawaiian pines, declare that the flavor developed at Abucay is even superior to the delicious Hawaiian fruit.

The control of this plantation was acquired in 1917 by the same interests which control the Philippine Fruit and Packing Company, who are continuing with the expansion of the enterprise on a large scale.

The land of this plantation, which lies about

six miles north of Orion, is exceedingly fertile and the pineapples developed are much larger on the average than those produced in Hawaii. even with heavy fertilization. This land, lying as it does on the gentle slope of Mount Natib, extending from the foothills to the shore of Manila Bay, proved to be an excellent location for such a plantation, the climatological conditions being unexcelled. So gentle is the slope that even in typhoon weather no serious erosion of the soil takes place, and any surface soil that is washed down is distinctly beneficial to the plants, which are so set out that any soil coming down from the upper part of the plantation is regularly distributed over the entire area, a new accretion of virgin soil thus being added periodically. The Abucay river gives an abundance of water for gravity irrigation purposes all the year round, the lay of the plantation allowing it to be flooded or supplied with any degree of humidity necessary at any given time.

Some idea of the difficulties that had to be overcome to lay out this plantation may be gathered from the fact that the land was originally covered with tropical vegetation, so dense that a way had to be cut through it with bolos. The scrub timber (mostly guava growth) with which it abounded had to be felled and the vegetation burned, after which thousands of stumps had to be removed. Cogon and other grasses had to be burned off and plowed under, cross plowed and harrowed five times over until all traces of troublesome growth were killed. The plantation was then flooded with the irrigation system, which had been constructed in the meanwhile, and was once more thoroughly plowed and harrowed. The pineapples were then set out and a protective row of banana plants set around the whole to keep back the persistent penetrating jungle. Snakes, giant lizards and rats had to be hunted out and destroyed and wild hogs driven off into the matted jungle beyond.

#### FUTURE OF THE INDUSTRY

While pineapple culture and canning is but an infant industry in these Islands, it is one of

the most promising ones, and one which, with government cooperation in facilitating land titles and in maintaining ways of communication from the plantations to ports of shipment, might easily be made a source of great national wealth. The Philippine fruit, both of the native wild plant and the locally grown imported varieties, has proved exceedingly prolific in the rich Philippine soils. The amount of care needed in its cultivation can be reduced to a minimum, for nature attends to the replenishing of the stock from year to year, and all the grower has to do is to apply approved methods to this cultivation, and to take steps to safeguard and dispose of the fruit at maturity.

Taking everything into consideration, there is no reason why the phenomenal success of the Hawaiian planters and canners should not be duplicated, or even surpassed, in the Philippine Islands, while that of the Straits Settlements could easily be excelled. There are many reasons why this should be so. While pineapples are scatteringly grown in many parts of these Islands, there are still large tracts of land near Manila exceptionally adapted to their culture. whereas in Hawaii the growers find it difficult to expand for want of land, the best and most suitable locations having been taken up by the sugar planters. Land suitable for pineapples costs in Hawaii from \$300 to \$500 per acre, while in the Philippines such land, in parcels of 100 to 1,000 acres, can be purchased at a quarter to one-half of these figures.

Moreover, the Philippine fruit is as prolific as that produced anywhere. It is an ideal fruit for local cultivation, its usefulness being such that there is no part of it that cannot be utilized Usually a "sucker" or a ratoon is planted. From this grows the parent plant, which produces one fruit and two or more "suckers" and ratoons, each of which may be planted to produce new bearing plants. The crown of the fruit may also be planted as a producer. While it is impracticable to transplant old pineapple plants, retaining the existing root system, the old roots can be cut away and the plant set out like a "sucker" and allowed to make a new root system. The root itself may be planted horizontally in the ground, and from it will grow from two to twelve new plants.

In comparison with almost any other agricultural product, the pineapple is a much more remunerative investment, for once planted it produces from two to four yearly crops of fruit and seedlings sufficient to at least double the production each year. Taken from every point of view, the pineapple is an excellent prospect. The demand for fresh fruit, as well as for the canned product, is ever increasing, and this, considering the limitations placed upon the extension of the industry in Hawaii for the lack of suitable land, is strictly in favor of the Philippines. Soil conditions, humidity, climate and freedom from disease also favor these Islands. while transportation, despite the unsatisfactory state of the roads, is cheap. The success of the future canning industry depends greatly upon the accessibility of outlets for the products, and these we have in Europe, China and Japan, as well as the American and Canadian markets. where the pineapple is regarded as indispensable for the table. Labor is plentiful and the

demands on it are less exacting than in Hawaii where fertilization of the fields and more continuous and insistent cultivation is needed

#### GROWTH OF THE INDUSTRY IN HAWAII

Hawaii has demonstrated what can be done in the way of canning the pineapple by producing a pack of 6,000,000 cases in 1921, when but a few years before there was but one small cannery operating and producing only 6,000 cases. The meteoric growth of the industry in Hawaii is shown by the following table:

Year	Cases
1903	6,000
1905	45,000
1907	178,000
1909	462,000
1911	726,000
1913	1,667,000
1915	2,670,000
1917	2,600,000
1919	5,000,000
1921	6,000,000

Approximately 20,000 people gain their livelihood from the pineapple industry in Hawaii. Forty-six thousand acres of land are used in the cultivation of the fruit. Thirteen canneries are in operation, and it is estimated that 737,000,000 cans of pineapples have been produced in Hawaii since 1903.

#### SCHEDULE OF MEETINGS

Tuesday, December 6: Regular meeting of the Board of Directors.

Tuesday, December 13: Meeting of Active and Associate members with the Board of Directors.

Tuesday, December 20: Regular meeting of the Board of Directors.

Tuesday, December 27: Regular meeting of the Board of Directors.

Tuesday, January 3: Regular meeting of the Board of Directors.

Tuesday, January 10: Meeting of Active and Associate members with Board of Directors.

#### OUR NEXT ISSUE

One of the features of our January issue will be the first of a series of articles on "The Employment Problem in the Philippines" by Stanley Rosedale, manager of the Philippine branch of the International Correspondence Schools. Mr. Rosedale has made an intense study of Filipino employees, from the psychological and practical standpoints, and has arrived at certain conclusions and principles that should prove of value to all business men, especially to those employing large numbers of people.

#### AMERICAN TRADE IN THE PACIFIC

The foreign policy of the United States in the Pacific Basin hinges upon the Philippines. If we hold these Islands and make them an integral part of the United States by the erection of territorial government, the same or similar to the territories of Hawaii and Porto Rico, under the clearly declared sovereignty of our country, the United States then becomes permanently committed to a policy in trade and commerce in the Far East and the operation of this policy will become a part of the politics of the entire Pacific Basin. It will come in direct and daily contact with the policy of the great trading powers of the earth operating along the coast line of the continent of Asia. These powers, in the order of their strength in the Far East, are Japan, Great Britain, France, China, and Holland.

The Philippines constitute the door to American trade in the Orient. The United States can permanently open this door to American merchants by erecting a territorial form of government under its sovereignty and flag or permanently close the door to Far Eastern trade to American merchants by granting the Philippines their independence.

#### LAND HOLDING ESSENTIAL

The future trade of the United States with the untold millions of the East does not depend upon its sickly, morbid policy of altruism as practiced upon the Filipino people, but upon a firm policy of competitive trade backed by a large land holding in the strategic center over which has been spread a government under which American merchants can operate safely under their own laws and the protection of their flag. Such a land holding is the land mass known as the Philippines.

If independence is granted to the Philippines and the United States retires to its continental boundaries on the Pacific, with the Territory of Hawaii as its most advanced military outpost, there is no necessity for a trade policy in the Orient.

The open door policy for China may present for a time an interest in trade on the part of those Americans already established in China and along the Asiatic coast, but this interest will gradually lessen as these traders will be beaten to death in detail by the strong trading powers already holding strongly entrenched areas of land, the produce of which establishes return cargoes for the manufactured goods carried in their ships. What we get in trade after the annihilation of the American trader will be what these powers see fit to give us because of their necessity for some of the products of the United States. This trade will be carried under their flags, financed through their banks, insured by their insurance companies and sold on both sides of the Pacific Ocean by their merchants.

#### FEARS INDEPENDENCE

It is our fear that the United States will retire from the Philippines, grant the Philippines their independence, scrap the merchant marine and allow American merchants and their investments to be slaughtered. This fear has been created through observing the policy of the United States in the Philippines and the Orient for a period of time close to a quarter of a century.

While the United States has had some sort of a policy to express, it has not been continuing, just or reliable to its nationals. It does not take a long residence here for the American business man to recognize that the government of the United States treats its nationals with less respect and consideration than any other government in the world; that its policies in trade and politics affecting them change with each administration; that the outstanding impression the policy gives is one of timidity and backing down when our government comes in contact with a strong personality representing a strong trading power. This lack of support and timidity is reflected in the American merchant, he becomes timid also.

#### SCHOOL TEACHERS OF THE EARTH

Outside of the vacillating and timid policy of our government in trade, and the politics of operating this policy, is one other policy, conceited beyond measure, and that is that the people of the United States have constituted themselves the school teachers of the earth. We get here an expression of it in our futile altruism toward all the backward peoples of the East. We tell them what they need in religion, we hunt and destroy their hookworms, we hospitalize them, we become the wet nurse of conditions that otherwise nature would destroy; we stalk about the earth with our eleemosynary instincts broadly heralded, practising futile altruism, for after conditions are bettered, we leave nothing as a continuing effect. Giving all our attention to the misplaced altruism and uplift we have no time for practical altruism by the creation of a continuing development of business through which the increased efficiency of the backward peoples could be utilized. We are constantly milked by the hard-boiled nationals of strong governments and, as the golden lacteal fluid flows from us, a smile of satisfaction comes on our saintly face and our propagandists cover the earth with the story of another great feat accomplished. Some one has lost a pet worm, but the "hard-boiled guy" of some other nation has "cinched" the oil business. Timidity and the practice of futile altruism, our policy of blather and bluster, hypocrisy and hyphenation are the general reasons why our trade does not succeed. There is nothing back of American trade at this writing but the tenacity and capacity of individual American merchants, who, if they succeed, succeed in spite of their government and not through its help.

#### ONLY TWO WAYS OPEN

The Philippines have been a costly school teaching experiment for the United States, and they will continue to be costly, inefficient and burdensome unless a change in their status is effected. As stated, there are two ways in which a fixed status can be effected. First, make them a territory of the United States under its

undisputed sovereignty, giving to the Territory such a Charter, Enabling Act or Constitution as the hard experience of the past twenty-four vears has demonstrated as applicable to the Filipino people and their capacity and culture, with proper and due consideration to the American Community resident here and to the future trade possibilities; giving also due consideration to the relationship the great undeveloped areas of the country have to the Filipino population and the great labor supply of continental Asia. Second, give the Filipinos unrestricted independence and let them erect a government of their own. No half-way status like the present is acceptable to either the American or Filipino elements of the population. Twenty-four years of impracticable altruism have taught us here that either the Victor or the Vanguished must rule. No hyphenated status is possible or

Unless the Congress of the United States can take a hand in the affairs of these Islands and in the trade policy of the United States in the Far East by effecting here a Territory under the sovereignty and flag of the United States, creating by this act a strong policy of trade in the Pacific and upholding the policy when it takes strong action to uphold it, the flag of the United States had better retire from the Pacific and our government consider that its school teaching days are over.

#### PRACTICAL ALTRUISM

Naturally the American Community here favors the incorporation of the Philippines as an integral part of the United States, and believes that retiring from the Philippines would be a colossal commercial mistake. It is surfeited with the futile altruism of the past and the present and would like to see something concrete in commercial accomplishment and development of natural resources result from its efforts here. It would like to get interest on the weary years of work; something to show for the time and energy already expended in creating the small foundation for trade now existing. The American Community sees but one possible chance to obtain pay for what has been expended and that is in the establishment of a fixed status. With the establishment of a Territorial government under the undisputed sovereignty of the United States will come the opportunity for the American, and the Filipino as well, to recoup for the time and energy lost.

Under unrestricted independence it is the firm belief that the Filipino people would lose their racial identity in less than ten years as the Latin-Malay race is not strong enough in energy and productive power to create the necessary military force to protect itself from the marauding Mohammedan Moros of the south much less able to protect itself from the stronger aggression of the north. But, if independence is granted, the American having vested interests here can then at least have the right to have his property safeguarded or purchased upon the turnover of sovereignty, which is a much greater right than he now has.

It is up to us to establish a practical altruism here and that kind of altruism can only be based upon developing enterprises having a continuity of life.

#### NEED OF TROPICAL PRODUCTS

It is said that the United States consumes more tropical products than all the rest of the world combined. It is also stated that the United States controls less than 1% of the tropical area producing the raw material the major portion of which it consumes, and that the other great trading nations control 66% of the earth's area devoted to the production of tropical products.

For many years and through many words the productive possibilities of the Philippines have been discussed; yet there has been practically no development of these possibilities. The latent potential of the Philippines to produce the tropical products necessary to the industrial life of the United States should be the basis of our practical altruism and commercial accomplishment. This potential, with the possible consumption of American products by the 10,000,000 Filipinos, should constitute the main reason for our interest in the Philippines, not that the inhabitants of Taytay, Cainta, and San Juan de Bocboc have hookworms. The eradication of the hookworm should be for the purpose of creating an industrial efficiency, an incident of development, not the basis of our altruism.

The trade value of the Philippines to the United States should be the primary interest we have in them, but in the exploitation of this trade interest the natural humanitarian instincts of the American would be evidenced in better housing, better food, better wages, better conditions generally, all of which would constitute a real effective altruism, an effective altruism in that its object would be greater production, greater service. Such an altruism would be worth while for it would have continuity. This sort of altruism is only possible through a fixed status and under that status a stable government under which continuous business operation is possible. The altruism of the past and present has created and is creating now nothing but political turmoil and unrest, the individual American or the American business interests being the focus against which action takes place as they are the only represented American entities against which action can take place. It is unwise, unprofitable, and foolish altruism now practiced.

#### OPENING THE DOORS TO TRADE

To save American prestige amongst the backward peoples of the East, to say nothing about the saving of our prestige amongst the strong trading nations of the earth, it is necessary that the Congress of the United States open the door to American trade in Asia by swinging wide open the door of the Philippines to American merchants by creating this land a part of the United States through the institution of a territorial form of government backed without equivocation with the armed forces of our country. Let us get into this game of foreign trade and get out of it what we want and what we need. Let us quit talking about a policy. Let us create one by creating a Territory and applying the coastwise laws of the United States to it. In the application of the coastwise laws to the Territory create a beneficent monopoly instead of a detrimental one to American interests and trade. Give the Territory the guarantee of enough tonnage at all times so that its merchants can guarantee the necessary supplies to their customers. Institute arbitrary beneficial terminal rates on incoming and outgoing merchandise and produce, 10% lower than any foreign line gives Yokohama, Kobe, Shanghai, or Hongkong, or any foreign line operating out of these ports gives Vancouver, Seattle, Portland, San Francisco, Los Angeles, San Diego, New Orleans, Baltimore, Philadelphia, New York, Boston or any other port in the world to which Shipping Board steamers are operated. Also give to Manila and the other touched at ports in the Philippines the benefit of "Stoppage in Transit" and "Fabrication in Transit" on all goods landed in the Philippines, thus allowing reshipment to ports like Saigon, Singapore, Batavia, Sourabaya, Colombo, Calcutta, Bombay on the basis of the through rate from any point in the United States to any other point in the world at which Shipping Board steamers call.

#### A SIMPLE PLAN

Upon reshipment, the Shipping Board is to absorb the wharfage charges at Manila, after the merchants deliver the stopped-in-transit or fabricated-in-transit goods at the wharves or alongside in lighters. The 10% discount on freights to Manila will just about cover the storage charges of merchants on goods waiting reshipment.

Such a program would give safety to investments of American capital in the Philippines. either trading or developing capital, would allow the Manila merchant to place goods in the final consuming ports in competition with foreign merchants located at these ports, would place American merchants in Manila in a position to carry stocks under the protection, flag and laws of the United States. It would create a continuing business cycle of not over six months on stocks held in Manila and the consuming areas would be acting against this deposit on a business cycle not exceeding thirty days, requiring less capital for the last and concentrating the shipping, financing, insuring and transfer of these goods for the first in Manila.

It is not an intricate program. Its simplicity is probably against it, for the usual foreign trade discusser, who is not a foreign trader, thinks in millions and complicated processes. Congress needs to do nothing but pass the enabling act for the Territory, apply the coastwise laws with the beneficial freight rates and the American merchants here and at home will do the rest.

## SAN FRANCISCO DELEGATES ARRIVE

As this issue of the *Journal* goes to press, on November 28, the *Empire State*, bearing the Oriental Relationship Mission of the San Francisco Chamber of Commerce, is docking at Pier 5. The November issue gave the names of the members of the party and the itinerary of the tour. Our January issue will contain a detailed account of the visit of the delegation in the Philippines. Persons desiring extra copies should order them in advance.

#### MAJOR GENERAL KERNAN

Our cover page this month is decorated with the portrait of Major General Francis J. Kernan, Commander of the Department of the Philippines. In various capacities, General Kernan has served in the Philippines on four previous occasions before being sent here as Department Commander in November, 1919. His sympathetic personality has won him many friends and admirers.

Born in 1859, he graduated with honors from West Point in 1881, entering the Army as a second lieutenant. He became first lieutenant in 1889, captain in 1898, major in 1904, lieutenant colonel in 1911, colonel in 1913, brigadier general in 1917 and major general in 1919. He came to the Islands in 1898 as adjutant of General McArthur's Brigade, taking part in the capture of Manila. After a few months here, he was ordered to Cuba, returning in 1909 as aide-de-camp to General McArthur and going home with the General after the latter turned the governorship over to Mr. Taft. In 1909. Major General Duvall, commanding the Philippine Department, had General Kernan, then a major and on the General Staff, sent to the Philippines as Assistant Chief of Staff. In September of that year he was ordered back to the United States, but returned in 1914, serving as colonel of the 13th Infantry, at Fort McKinley and Camp McGrath, Batangas, for two years.

When the United States entered the war in 1917, General Kernan was called to Washington to become Acting Assistant Chief of Staff, having charge of some of the most important activities in those busy days of hasty organization. General Kernan was the first chief of the embarkation service for troops sent overseas. Assigned to the 31st Division, he was sent abroad to observe the actual fighting. He was en route home from France when he was recalled to take command of the Service of Supply of the American Expeditionary Force, serving in that capacity until August, 1918, when he was sent to Berne, Switzerland, on a diplomatic mission to negotiate the exchange of prisoners with the Germans.

Upon returning to France, General Kernan was attached by the President to the American Mission to Negotiate Peace as its technical military adviser. In April, 1919, he was ordered to the United States to preside over a board revising the whole code of military law and kindred matters. While in Paris, General Kernan was sent to Poland as a member of the Inter-Allied Commission investigating conditions in that country. Upon completion of his work pertaining to military justice, General Kernan was assigned to command the Philippine Department. His regular tour of duty would have expired on November 23 of this year, but the War Department has granted General Kernan's request of having his tour extended one year, so that he is due to remain here until November, 1922.

#### Director of Education Evades American School Issue

Charging Director of Education Luther B. Bewley with having sidestepped the matter of re-establishing an American school in Manila exclusively for American children, the Board of Directors of the American Chamber of Commerce has forwarded to the Governor-General a letter in reply to Mr. Bewley's endorsement to the resolution presented to the Governor-General on the subject some weeks ago and which appeared in the October issue of this Journal. The Board of Directors, acting on the suggestion of the special committee in charge of the school question, continues to advocate the re-establishment of a real American school, characterizing Central school as not acceptable as an institution of learning from the American standpoint. Mr. Bewley's endorsement to the resolution reads as follows:

#### BEWLEY'S ENDORSEMENT

"Respectfully returned, thru the Honorable, the Secretary of Public Instruction, to His Excellency, the Governor-General, Manila, inviting his attention to the following:

"There seems to be a misconception all around as to the present status and condition of Central School. This school—although a part of the Philippine public-school system—is a special school that is already designed to interlock with higher institutions of learning in the United States.

"The course of study pursued at Central School is different from the course of study pursued in any other public school in the Islands. This course is especially conceived to meet the needs of American children. And the textbooks used in connection with the course are American textbooks.

"All of the teachers in Central School, from the first grade elementary to the fourth year secondary, are Americans. This cannot be said of any other Philippine public school. Central School has an eight-year elementary course, while the other public schools have only a seven-year elementary course.

"Graduates of Central School are admitted to the best of the colleges and universities in the United States. Pupils who finish certain grades in Central School are admitted to the next higher grades in schools in the United States.

"Central School as it is now run costs the Government per pupil three or four times as much as any other public school in this country.

"There are now on duty in all the public schools of the Islands less than 335 American teachers. The present enrolment in all public schools is more than 900,000. There are now on duty in Central School 18 American teachers. The present enrolment there is only about 600. These figures speak for themselves.

"Central School is the only public school in the Islands in which all elementary instruction is in the hands of American teachers. There are not even enough American teachers in the other public schools to do all of the secondary instruction. In fact, only about one-half of the secondary instruction in the public schools is done by American teachers."

The Board of Directors of the Chamber, upon hearing the report of its special committee on the above endorsement, sent the following letter to the Governor General:

"To His Excellency,
"The Governor General,
"Manila, P. I.:

"The copy of the endorsement made by Luther B. Bewley, Director of Education, on the resolution passed by this Chamber asking for the establishment of an American public school in these Islands, has been received by this Chamber and same was referred to a committee, which has made its reports, and now the Board of Directors of this Chamber beg to reply as follows:

"1st—The endorsement of Director Bewley avoids the issue and is not responsive to the endorsement of Acting Governor General Yeater which reads:

"'Respectfully referred to the Director of Education, Manila, asking that he make a report to the undersigned as to the practical method as steps to be taken to re-establish an American school in Manila which will interlock with higher institutions of learning in the United States.'

"Director Bewley's endorsement reports no method and recommends no steps to be taken to re-establish an American school, but talks about Central School, which is not an American School, whereas Governor-General Yeater specifically asked him to report a method and steps to be taken to re-establish an American school.

"2d—Examining the endorsement of Director Bewley, paragraph by paragraph, one finds in (A) the first paragraph the assertion that 'there seems to be a misconception all around as to the present status and condition of Central School.'

"There may be a misconception in the office of the Director, but there is no such misconception in the American community. Central School may be 'a special school that is already designed to interlock with higher institutions of learning in the United States,' but it is not an American school such as the resolution of the American Chamber of Commerce calls for and on the re-establishment of which the endorsement of Acting Governor-General Yeater asked Director Bewley to report, and it does not interlock with higher institutions of learning in the United States to the satisfaction of the American community.

#### FILIPINO TEACHERS UNAVOIDABLE

"(B) Despite what is said in paragraph two of Director Bewley's endorsement, the course of study pursued at Central School does not meet the needs of American children.

"(C) The statement in paragraph three of the endorsement that all teachers of Central School, from the first grade elementary to the fourth year secondary, are Americans, is misleading. The fact is that a pupil cannot complete the course of study in Central School without having Filipino teachers, as the parents who have children in Central School well know, and as the Director should well know.

"(D) The statement in paragraph four of the endorsement, to the effect that graduates of Central School are admitted to the best colleges and universities in the United States, is also misleading and, in a practical sense, untrue.

A specific case was reported by our Committee where an American girl, after having graduated from the Central High School, applied for admission to the University of California, with the result that her credits for the Central School were not admitted or recognized. This girl, previous to graduating from Central School, had attended Bishop Brent's school for girls in Baguio and, fortunately for her, she was able to produce the credits obtained by her in that institution. These credits were admitted, as Bishon. Brent's school was recognized by that University. Director Bewley does not specify this; neither does the Bureau of Education or anyone connected with Central School announce a list of American colleges and universities to which graduates from Central School are accredited and which they may enter without examination.

#### COST NOT IMPORTANT

"The Director, throughout his endorsement, sidesteps the instructions of Governor-General Yeater that he report steps for the re-establishing of an American school, just as he has always side-stepped the request of the American community that he establish an American school, and continues to harp on Central School, which, whatever else it may be, is not an American school and does not fill the needs of the American community for an American school. The enrolment of Central School comprises 625 children of which about 275 are full-blood Americans. About 250 come from homes in which English is not spoken at all by the children or by their mothers, in which the prevailing traditions, habits and culture are non-American. These facts Director Bewley knows, but he consistently side-steps them and holds out Central School as an American school, which he knows it is

"(E) Director Bewley, in the fifth paragraph of his endorsement, says that Central School, as it is now run, costs the government per pupil three or four times as much as any other public school in the Philippines. Again he is beside the question. The question of the cost of Central School has no bearing on the matter at issue, which is, an American school for American children, unless, by implication, the Director means to say that an American school would cost three or four times as much as an ordinary public school in the Philippines. If that is his meaning, let us meet it squarely.

"Americans are willing to pay for an American school even though it does cost three or four

(Continued on page 30)



EDITORIAL OFFICES

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#### EDITORIALS

#### NOTICE TO SUBSCRIBERS

Beginning with January 1, 1922, members of the American Chamber of Commerce of the Philippines are expected to subscribe directly to the American Chamber of Commerce Journal. At present, subscriptions for Manila members are deducted from their dues. This has reduced the income to such an extent that it is found necessary to ask all members to subscribe directly.

#### AN OPPORTUNITY

The decision of the Board of Directors to invite Associate members of the Chamber to the monthly meeting to which only Active members have been invited in the past, offers an opportunity to the Associate members to make their opinions heard and their influence felt in the activities of the Chamber. It is an opportunity which every public-spirited Associate member will take full advantage of.

The Board of Directors would appreciate an expression of opinion from as large a proportion of the entire membership as possible, feeling that such an expression of opinion will give the Directors a fair index to the composite opinion of the entire membership.

The next meeting at which all members can meet the Board of Directors for an exchange of ideas and discussion of any subject that might be brought up by any member will take place on Tuesday, December 13.

A large attendance is expected.

#### THE FINANCE COMMISSION REPORT

The summary of the report of the Finance Commission which appears in another part of this issue should be read by every American business man in the Philippines as it is the first published digest of the document. The matters of most vital concern to business men are the proposed increase of the percentage tax and the revision of various items in the customs tariff, mostly upward. The report sets forth how the Philippine government can increase its revenues by about \$\mathbf{P}27,000,000 annually—but says nothing of how the government can save money by effecting economies.

It seems to us that the whole governmental plan of meeting the financial stringency is economically wrong and just the reverse of what a business like administration would dictate. In a business firm, the first step taken in the event of a financial crisis is to reduce expenses—cut down the overhead. In this way the reduced income is usually offset by reduced expenditures. The government, however, instead of immediately seeking ways to reduce its expenditures, started an inquiry with a view to devising ways and means for increasing the income. The government has an advantage

over the business firm in that it can impose an increased revenue whenever it so has a mind to

Thus, if the recommendations of the Finance Commission are to be carried out, the business community and the community at large will simply have to dig down a little farther into their pockets in order to maintain the government establishment at its wonted standards of personnel and emolument. That is the typically bureaucratic way of meeting a financial problem. We note, however, that since the advent of Governor-General Wood an attempt is being made to reduce expenses from the top down, which gives indications of a more business-like attitude in the management of governmental affairs.

Tackling the problem from the typically bureaucratic angle, the Finance Commission has performed a thorough and creditable piece of work. It goes into the revenue situation of the government in detail and shows how in various ways additional revenue can be squeezed out of the population. There is one phase of its own revenue analysis, however, which the Commission seems not to have utilized for its main ends. We refer to its observation to the effect that most of the real property in the Philippines is greatly under-assessed. An equitable assessment on all real property would doubtless result in a substantial increase in the insular revenue and would distribute the tax burden in a fair manner.

It is to be regretted that Philippine lawmakers and publicists have such an intense aversion to direct taxation. The indirect method, by which the American and foreign business communities are made the collectors, seems to be preferred, even though it entail added cost.

#### STOPPAGE IN TRANSIT

Since the publication of our editorial in the November issue regarding the "stoppage in transit" privilege for goods carried by American vessels, with a view to making Manila a distributing center for American goods in the Far East, much speculation has been indulged in as to just what the effect of the measure would be and as to how it could be practically administered.

First as to the method of computing rates. The through rate per ton from the Pacific Coast to Saigon, for example, is at present \$19.40. The rate from the Coast to Manila is \$16. The rate from Manila to Saigon is \$8. Under present conditions, freight for Saigon from the West Coast if transhipped at Manila would cost \$16 plus \$8, or \$24, a ton. To permit shipment at Manila without extra cost would mean meeting the through rate of \$19.40. This could be effected by making the rate from Manila to Saigon \$3.40, instead of \$8, for all "stoppage in transit" or other local cargo.

In the case of Calcutta, the rate from Manila to Calcutta is \$15, while the through rate from the West Coast to Calcutta is \$20. Since the rate from the West Coast to Manila is \$16, the local rate from Manila to Calcutta would have to be made \$4 in order to meet the through rate of \$20 from the West Coast to Calcutta. This would mean a reduction of \$11 from the present Manila-Calcutta rate of \$15—a reduction which would, of course, apply to "stoppage in transit" and other local cargo.

It would seem at first blush as though this were too great a concession to expect of the steamship companies; but if the "stoppage in transit" privilege will double or treble the freight business, the companies will be well able to afford the reduction in local rates from Manila. At present many steamers make the run to Calcutta, for example, with holds far from full. If "stoppage in transit" will fill the holds, it means so much "velvet" above present income, even though the special "stoppage in transit" rate would appear ruinous on the face of it.

In addition to the reduction that would have to be made on local rates from Manila to ports beyond Manila, in order to meet the through rates from the West Coast to these ports, it is proposed that a 10 per cent reduction be made on the West Coast–Manila rate, this reduction to cover the cost of transfer at Manila, in the case of "stoppage in transit" cargo. Steamers now load and unload cargo from Manila piers or lighters at their own expense. The other charges to be taken care of would be arrastre and wharfage on reshipped cargo. The ten per cent favorable differential ought to be sufficient to take care of storage charges and delivery of merchandise, enjoying the "stoppage in transit" rate, to pier or wharf upon reshipment.

The extension of the American coastwise laws to the Philippine Islands will *ipso facto* confer a monopoly upon American shipping in the United States-Philippine trade. It is a valuable monopoly, meaning a large increase of business, possibly 100 per cent, and the shipping interests should

be willing to extend the 10 per cent differential above mentioned for this reason alone. Coupled with the stoppage in transit system, as above outlined, this differential ought to prove a big help to American business in the Far East and will doubtless tend to make Manila a great distributing center for American goods in this part of the world. It is obvious, however, that the whole plan is based on the ability of American shipping to meet foreign competition under any and all circumstances—and that is the big problem facing the Shipping Board today.

#### THE FLEET IN PHILIPPINE WATERS

The following letter was sent to the *Philippines Herald*, whose editor, Conrado Benitez, forwarded it to the American Chamber of Commerce for our information:

U. S. S. "Mohican," Cavite, Oct. 3, 1921.

To the Editor,

The Philippines Herall:

In your paper of this date I notice an article about the American Chamber of Commerce wanting the Asiatic fleet to stay in the Islands so the money the "gobs" spend would be here and help benefit the Islands instead of going to China.

What has any part of the Islands to offer an enlisted man? The movies are written in Spanish and American, and every cine shows a serial, which does not interest a "gob" as he is unable to see all of it. In all the stores they charge a "gob" more than a civilian. Maybe you could explain that. Even the carromata prices are double for a sailor.

Now in Shanghai there are movies that are not so old, and there are a few nice shows there. The rickshaws do not overcharge, and there is something of interest in China. It is not near so hot, and the mosquitoes are not as bad there as they are here.

How many months of the year are the destroyers really north? Two divisions left June 6 and are back now to stay around until next year. Why not be satisfied with six months here and six months north? Why not give China a chance? We certainly owe a lot to her. Most "gobs" would rather be there than here.

-An American Destroyer Gob.

The idea of the American Chamber of Commerce in desiring to have the Asiatic Fleet spend more time in the Philippines was not to get the money spent by the sailors here in Manila. The Chamber asked that the destroyers be sent to all the large and small ports of the Philippines at least once each six months for the purpose of showing the flag of the United States to the people of these Islands in order to remind them of the sovereignty that exists here—the proper concept of which has been largely lost from the minds of the people during the past eight years.

It seems to us—some of us being old "gobs"—that the young "gobs" ought not to object to this, even if there is nothing interesting in the Philippines. Respect for the flag means respect for that other symbol of sovereignty, the uniform of its armed forces. Picking up and replanting the lost American prestige in the Philippines ought to be an interesting duty to the destroyer "gobs;" and doing this in the months of November, December, January, February and March should prove more pleasurable than spending the winter in cold China.

#### НЕМР

Hemp, because its production is distributed among so many people and over such a large area of land, is the business barometer of the Philippines. The quantity of its production and the steadiness and constancy of its sale measure faithfully the purchasing power of the Philippine people. It is the arbiter of conditions of prosperity.

Hemp differs from all other crops in that it is not seasonal. Instead, it is a constant crop, being produced on each *lote* every day in the year. Its constant production and constant sale is the backbone of Philippine prosperity. Anything that affects its production, like Order No. 13 and the Fiber Law, or anything that affects its constant sale, like the speculation of the Chinese dealers now going on and the holding of stocks by banks, directly affects and lowers the purchasing power of the people, and all other business must as a consequence suffer.

The effect of artificial conditions, largely created by legislation and speculation, is now evident in all lines of business. To illustrate the decreased purchasing power of the people coming from decreased production and stagnation through holding, the province of Albay is an example. In 1920 this province produced 195,689 bales of hemp, or an average of 16,307 bales per month; during the first ten months of 1921, the province has produced 68,079 bales, or an average of 6,810 bales per month; and in the month of September the production was 1,028 bales.





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#### REVIEW OF FINANCE COMMISSION REPORT

The report of the Finance Commission appointed by the Secretary of Finance to investigate and report upon the revenues of the Philippine government and make suggestions for such changes as may be deemed advisable, as authorized by the Philippine Legislature, is of utmost importance to business men in the Philippines. Spanish copies of the report were printed last month and distributed to the public, but no printed English copies are available. The American Chamber of Commerce, however, has had several typewritten English copies made, most of which are in the hands of committees which are giving the report careful consideration.

The following review of the report summarizes material that would be contained in about 300 printed pages. Those desirous of securing more detailed information on the report may consult the English translation at the office of the American Chamber of Commerce or write to the Secretary of the Chamber, who will be glad to furnish any available information.

When it is considered that the changes proposed contemplate an increase of about \$\mathbb{P}27,000,000\$ in annual revenue, including a two per cent percentage tax on business estimated to yield \$\mathbb{P}15,000,000\$ more than the present one per cent tax, and import tariff increases totaling about \$\mathbb{P}3,700,000\$, the importance of the report can be appreciated.

The Finance Commission was appointed during the early part of 1920 and only recently completed its labors. Ex-Governor Frank W. Carpenter was chairman, the other members having been Collector of Customs Vicente Aldanese and Collector of Internal Revenue Wenceslao Trinidad.

#### PUBLIC OPINION CONSULTED

The report gives a very thorough analysis of the government revenues and then tackles the problem of taxation through the avenue of public opinion. Extended and careful inquiry, it says, shows that public opinion makes the following demands upon the government in the order of their intensity:

- 1.-Public instruction.
- 2.-Agricultural advancement.
- 3.—Security of land titles.
- 4.—Communications: roads, bridges, telegraph, telephone, postal.
  - 5.-Public hospitals.
  - 6.-Urbanization.
  - 7.-Improved and swifter administration of justice.
  - 8 .- Public buildings.
  - 9.—Beneficial exploitation of natural resources.
  - 10.—Other public services.

#### LOW PER CAPITA TAX

As for public instruction, the report points out, it would require an annual expenditure of \$\mathbb{P}68,000,000\$ to give every child in the Archipelago a suitable education, as against a present annual expenditure of \$\mathbb{P}14,821,074\$ (1919). To meet all the requirements of public opinion, the report says, would require an increase of

at least 100 per cent in the present rate of taxation, which is \$\mathbb{P}6.04\$ per capita. The following table, showing the per capita taxation of countries, is taken from the report:

Philippines	P 6.04
Japan	7.42
Costa Rica	9.94
Portugal	16.84
Spain	22.42
Cuba	31.20
Uruguay	33.48
Chile	41.60
Canada	47.06
Australia	48.08
Argentina	66.08
Denmark	66.68
Norway	90.80
New Zealand	108.86

The United States, the British Empire, France, Belgium, Holland, Russia, Germany and Austria are omitted because of their extraordinary burdens due to the war. The report observes:

#### LAND UNDERASSESSED

"Deductions from the foregoing comparative statement are too obvious to require statement, and discussion appears to be unnecessary, except perhaps to those whose ideal is the perpetuation of the Philippines as a political dependency rather than as an independent nation."

The report states that there appears to be a general desire for increased taxation. As to the land tax, it notes that "it is notorious that even now only in exceptional cases is any parcel of real property assessed at its true normal market value, whether the property be urban or rural." A typical example is given of a town in which the total real estate appraisal value is \$\mathbb{P}584,180\$, while 14 residents of the municipality offered \$\mathbb{P}3,000,000\$ worth of property in the same municipality as security for a financial loan.

After making the best available comparisons, the report finds that "not only is the income tax lower in the Philippines that in other countries, but as to the direct tax on capital wealth or property, not only is the personal property in general exempted from direct taxation in the Philippines, and real property is at present notoriously under-assessed for taxation here, but also even the highest Philippine rate of two per centum, which is limited to the city of Baguio, is but a fraction of the usual rates of taxation of property (wealth) in other countries, especially as to lands not actually in productive cultivation or use."

#### GENERAL TAX INCREASE URGED

The Finance Commission recommends a general increase in the public revenue from taxation to "the minimum taxpaying capacity in normal times, which is materially greater than the present tax burden," and a more equitable distribution of the revenue with a view to avoiding the present demands upon the central government for aid.

The Commission, first of all, recommends amendment of the Philippine Tariff Act of 1909 (as amended by the United States Tariff Act of 1913). The estimated increases will total \$\mathbb{P}\_3,393,000\$. While raising import duties in general, the proposed new tariff provides for a decrease of 50 per cent in wharfage dues—the new rate being one peso per gross ton of 1,000 kilos. This will give a loss of \$\mathbb{P}\_300,000\$ in revenue the first year, but, says the report, the loss "will be compensated fully by increases from other sources with resulting encouragement and stimulation in export trade." Some of the more important proposed import tariff changes are as follows:

#### PRINCIPAL TARIFF CHANGES PROPOSED

Artificial Silk: To be considered as silk for the purposes of the tariff. A surcharge will therefore be made in cases where artificial silk is mixed with cotton and where heretofore the surcharge has only been on natural silk mixed with cotton.

Cement: Raised from 16 cents to 25 cents per hundred kilos.

Precious and semi-precious stones: Raised from 15 per cent to 20 per cent ad valorem.

Coal and Coke: Raised from 25 cents to 50 cents per 1,000 kilos, gross weight.

Crude fuel oils: Specific duty of 25 cents per 100 kilos, changed to 10 per cent ad valorem, a reduction.

Gold, platinum, and alloys thereof: Minimum ad valorem duty raised to 30 per cent from 25 per cent. Similar change in silver and silver alloys.

Embroidered cotton textiles: Ad valorem duty reduced from 32½ per cent to 30 per cent.

Plushes, velvets, velveteens, etc.: Ad valorem rate raised from 10 per cent to 25 per cent.

Tracing cloth and hat labels: 25 per cent ad valorem duty imposed.

Yarns: Ad valorem duty raised from 15 per cent to 20 per cent.

Gunny sacks: Duty raised from two cents each to three cents each.

Linen: "Rates on linen are raised in order to put them on a more equitable basis with the cotton schedule. Under the present schedules manufactures of cotton are taxed at higher rates than manufactures of linen. As linen is the more valuable production it should at least carry the same rate as cotton, especially as the higher rate will be paid by a class of people more able to pay the tax."

Wool noils: Reduced from 15 per cent to 10 per cent ad valorem.

Spun silks, artificial silk, etc., not twisted: \$1.75 a kilo; the same dyed, \$2 a kilo; silk floss, 40 per cent ad valoren. Practically all the silks classified here come from China, and there is a small increase in duty over the present tariff.

Silk textiles, in the piece: 45 per cent ad valorem.

Other articles in which silk is component of chief value: 55 per cent ad valorem.

Silk laces: 60 per cent ad valorem.

Cigarette paper: New duty 20 per cent ad valorem; present duty 15 per cent.

Bovine animals: Raised from \$2 to \$3 each. Cine films, exposed or developed: 10 per cent ad valorem.

Automobiles: Trucks, 10 per cent ad valorem; others, 15 per cent ad valorem; parts and accessories, including tires, 20 per cent ad valorem. "A decrease in the rates for automobiles is recommended for the reason that other taxation of motor vehicles is proposed." This is discussed further on in this article.

Fresh meat: Duty raised from \$1 to \$1.50 per 100 kilos.

Ham, bacon, sausages, etc.: Duty fixed at 10 per cent ad valorem in place of present ad valorem equivalent of 6 per cent. Eliminates necessity of removing merchandise from cases for examination.

Lard, and imitations thereof: Duty raised from \$2.50 per 100 kilos to \$3 per 100 kilos.

Rice: Unhusked, per 100 kilos, \$1.50; husked, \$2; glutinous, \$2.40; flour, \$2. Until the Governor General puts into effect these duties, the following scale shall rule: unhusked, 80 cents; husked, \$1.20; glutinous, \$1.60; flour, \$2. Governor General authorized to suspend all duty on husked rice for consumption in particular localities, by and with the advice and consent of the Philippine Senate.

Onions: At present admitted free; duty of 50 cents per 100 kilos.

Irish potatoes: At present admitted free; duty of 25 cents per 100 kilos.

Whisky, rum, gin, brandy, etc.: 75 cents per proof liter; equivalent to ad valorem increase on Scotch whisky of 22 per cent; on other whiskies and brandies of 24 per cent; and on gin of 20 per cent.

Cocktails, liqueurs, cordials, bitters, etc.: One dollar per proof liter, equivalent to 35 per cent increase ad valorem.

Sparkling wines: 15 per cent ad valorem increase.

Still wines: Law amended so as to permit classification of Spanish wines in the state in which they are usually handled for export from Spain; general increase in duty, as for other liquors.

Eggs: Fresh or preserved, \$1.50 per 100 kilos; present duty is equivalent to 6 per cent ad valorem, proposed duty 9 per cent.

Hops and Malt: 15 per cent ad valorem; now free.

#### EXCISE TAXES

Cigars: Up to P30 per thousand value, P3 instead of P2; P30 to P60 per thousand, P6 instead of P4 per thousand; P60 to P100, tax of P9 per thousand as against P6; over P100 per thousand, tax of P12 per thousand.

Cigarettes: P4 or less per thousand, proposed tax is P1.60 per thousand, as against P1.20; P4 to P6, tax of P1.80 instead of P1.60 per thousand; over P6 per thousand, tax of P2 per thousand.

Gasoline: Increase amounting to 19 centavos per five gallon tin is proposed.

Playing cards: Tax increased from 30 centavos to 50 centavos per pack of 58 cards or less, with one centavo for each additional card.

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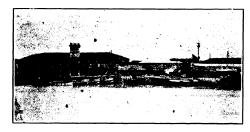
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#### LICENSES AND BUSINESS TAXES

The report recommends that the one per cent tax on business be raised to two per cent. The increase in annual public revenue from this source alone is estimated at \$\mathbb{P}15,000,000. Then there are various changes in the classification of merchants. Thus, proprietors of steam laundries, hatters, owners of dry-cleaning and dyeing establishments, etc., etc., are classified among those subject to the two per cent tax, as are manufacturers of bicycles, mechanical devices, instruments or parts of any kind, as well as keepers of hotels and restaurants.

The Commission urges that municipalities he given greater autonomy in issuing and collecting license and business taxes.

Manufacturers of cigars and cigarettes are to be taxed much more heavily than before: "business agents" will have to pay \$\mathbb{P}60\$ instead of P40; and money lenders P300 annually in place of ₱200. Cockpit proprietors under the proposed law would be taxed \$\mathbb{P}400 annually instead of ₱200, and each chicken bout would vield a tax of 50 centavos, as against 25 centavos at present.

If the fixed tax on any business or occupation is not paid within the time prescribed, the amount of the tax shall be increased by 50 per cent.

#### MOTOR VEHICLES

It is recommended that motor vehicles be now made subject to definite taxation and that the proceeds of the tax be allocated to provincial road and bridge funds.

The motor tax is to be computed on the bases of horse-power, weight and the kind of tires used on the wheels. On automobiles for private use the tax will be ₱30 annually if the weight does not exceed 750 kilos, and three centavos for each additional kilo in excess of 750, plus one peso per horse power.

Motor trucks equipped with metal tires will pay P500 a year, provided their capacity does not exceed 1,000 kilos, and 10 centavos for each additional kilo; those equipped with solid rubber tires will pay \$\mathbb{P}300\$, up to 1,000 kilos capacity, and six centavos per kilo beyond: and those having pneumatic tires would be taxed ₱200, and six centavos for each kilo capacity over 1,000.

Automobiles for hire will be taxed ₱100 and four centavos for each kilo above 750 in weight. The proposed tax on motorcycles is ₱10. Licenses to drive will be P5. Tourists remaining in the Islands less than two months would be exempt from this tax. The Commission figures that \$\mathbb{P}1,000,000 in added revenue could be secured through this schedule of taxes.

#### FIREARMS AND EXPLOSIVES

Dealers in firearms will pay from \$\mathbb{P}\$120 to ₱200 annually, depending upon the number imported, and from P100 to P150 annually for dealing in ammunition. Dealers in or manufacturers of explosives would be taxed ₱200 annually. Shotgun licenses will cost P10 each, airgun licenses \$\mathbb{P}20\$ each, revolver licenses \$\mathbb{P}50\$ each and rifle licenses \$\mathbb{P}100. An annual hunting permit at P5 is provided for, and failure to renew this permit within 30 days after its expiration will forfeit the firearm licenes.

#### CEDULA

No increase in the cedula tax is recommended, although the Finance Commission suggests that municipal governments be authorized to levy an additional cedula tax of P1 for school purposes only.

#### INCOME TAX

Personal exemption in case of married persons or heads of families is reduced from P6,000 to P4,000 and from P4,000 to P2,000 in case of single persons, with a minimum tax of P5. The Commission expresses the belief that personal exemption from income tax should in time be reduced to P500. If its recommendations are adopted, the additional revenue would be P500,000 a year.

#### LUX URY TAX

The Commission "is convinced that it is now opportune and necessary that there be imposed special taxation on luxuries." This consists, first of all, of a special tax of 5 per cent on the sale, hire, conveyance or other disposal in any form whatsoever of the following articles:

- (a) Freight or passenger trucks, automobiles and motorcycles, including tires, inner ubes and accessories.
- (b) Pianos, organs, pianolas, graphophones, phonographs, musical instruments, records, and their accessories and utensils.
- (c) Genuine and imitation jewelry; pearls; precious stones, imitation, mounted or unmounted; articles made of precious metals or ornamented therewith (except surgical instruments), watches, opera glasses, lorgnettes, telescopes and binoculars.
- (d) Photographic cameras, plates and films.
- (e) Firearms or air guns and ammunition.
- (f) Perfumes, essences, cosmetics, wigs, hair dyes, face powder, etc.
- (g) Articles manufactured wholly or partly of silk, artificial silk or imitation silk.

In addition to the five per cent tax, importers or manufacturers of these articles shall pay an annual tax of P20. Allowance shall be made for the payment of the five per cent tax in estimating the general business percentage tax of two per cent. A million pesos additional revenue is expected from this tax.

#### DOCUMENTARY STAMP TAX

Various increases, particularly in connection with customs and internal revenue fees and documents are proposed, yielding a total increase of P450,000. Taxes are proposed, for example, on outward coastwise passenger manifests, permits to vessels to carry additional passengers, permits to marine officers and special permits for delivery of imported goods.

#### INHERITANCE TAX

The general schedule is as follows: one per cent on the first \$10,000; 2 per cent between ₱10,000 and ₱30,000; 3 per cent from ₱30,000 to \$\mathbb{P}60,000; 4 per cent from \$\mathbb{P}60,000 to \$\mathbb{P}100,000; 5 per cent from \$\P100,000 to \$\P150,000; 6 per cent from ₱150,000 to ₱250,000; 7 per cent from \$\mathbb{P}250,000 to \$\mathbb{P}400,000; 8 per cent from ₱400,000 to ₱600,000; 9 per cent from ₱600,000 to P1,000,000; 10 per cent from P1,000,000 to P1,500,000; 11 per cent from P1,500,000 to ₱2,500,000; 12 per cent from ₱2,500,000 to ₱4,000,000; 13 per cent from ₱4,000,000 to ₱6,000,000; 14 per cent from ₱6,000,000 to ₱10,000,000; 15 per cent from ₱10,000,000 to P15,000,000; and 16 per cent on amounts over ₱15,000,000. This schedule applies when the spouse or legitimate descendant of the deceased

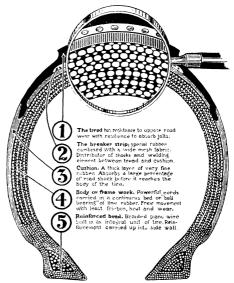
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is the beneficiary. Where the parents brothers or sisters are beneficiaries, the above schedule must be increased 100 per cent, and i the beneficiaries are other relatives the schedul must be raised 200 per cent. If strangers at the beneficiaries, the original schedule is triple Exemption of surviving spouse and childre from taxation is fixed at P3,000.

#### REAL PROPERTY TAX

"The Finance Commission after due cons deration and taking into account the prese depression in the world markets for Philippi agricultural export products, recommends t, following minimum and maximum annual rat for the real property tax":

All provinces and municipalities: 1 to 2 per cen

City of Manila: 1.5 to 3 per cent.

City of Baguio: 2 per cent.

The present schedule is as follows:

Regular provinces: 1/8 of 1 per cent.

Special provinces: 11/8 per cent. City of Manila: 11/2 per cent.

City of Baguio: 2 per cent.

A minimum P2 tax on real property is recmended. A higher rate of taxation, not ceeding double the original rate, is author for unimproved or unused lands, as is a not exceeding 3 per cent upon all land exc 1,024 hectares owned by any one person.

Definite rules for exemption are laid c Authority is given provinces or municipalita to make a special surcharge on real property, not exceeding three per cent, for certain public improvements.

#### OTHER INCREASED TAXES

The cattle registration fee raised to P2 from P1 and the age limit lowered from two years

An increase of 100 per cent in forest char is recommended, and is estimated to incre the public revenue by ₱700,000 annually.

The Commission expresses itself as in 1. of an increase in postal and telegraph char as recommended recently by the Secretary Commerce and Communications, which is esti mated to yield an increase of \$\mathbb{P}500,000 a year in revenue.

Other accretions to the public revenue expected to result from the collection of fee the examination of the financial condition banking and building and loan institutions, permits to sell speculative securities, for ceficates to private surveyors, for the registratic of commercial documents and for other vices. Increases in court fees totalling P40 alone are recommended, but space is not  $\epsilon$ able to go into these in detail.

If all the recommendations of the Comm are adopted, the per capita taxation will increased  $\ref{position}2.28$ . The report says in this connection: "All except approximately 30 centavos may be avoided by persons adopting more frugal habits of life, limiting their consumption purchases to true necessities.'

The total increase of revenue expected from the Finance Commission's recommendations is estimated at ₱26,853,941, of which over ₱25,-000,000 would come from taxation. The biggest increase would come from the two per cent business tax, which would yield \$\mathbb{P}\$15,000,000 more than the present tax. The import duty increase is estimated at \$2,693,000, including the rice tariff, which alone would yield \$2,500,-000 in excess of the present income. The luxury tax is expected to add a million pesos to the insular revenue. The excise tax on cigarettes is calculated at a \$2,050,000 increase.

## THE MONEY VALUE OF SALESMANSHIP

Keeping Tabs On Salesmen

I walked into P. B. Florence's haberdashery on the Escolta the other day to buy three collars. came out with ₱26 invested in new equipment to doll me up. Here's how it happened.

: A native clerk took my order for the collars and while I was waiting P. B. himself came up and said, "Howdy." The clerk wrapped up he collars, handed me my change and asked, 'Anything else?" in the usual tone used by so many so-called salesmen. He received a decisive 'No" for an answer.

Florence broke into the conversation at this incture and remarked, "You know, we have me new tubular silk ties that have just arrived.

me show them to you." I bought one of a. About that time P. B. spotted me lookjoin the showcase at a silk shirt and before got my eyes away from it he had it out on the anter. I bought that shirt.

w, Florence may not realize that he is a good han, but he got me to spend P26 when I intended to spend about P2. The native would have made a P2 sale with his "Anything else?" plea.

I doubt if there is a retail merchant in the Philippine Islands that checks up on his salesmen to the extent that he knows just exactly how much each one of them averages in pesoser customer waited upon. If there is I have ided to run across one. Did you ever realize we important this information is to a mergant?

'ou advertise' in the daily newspapers, you id out circular letters and you go to the expense providing window displays—all to attract people into your place of business. Every man or woman that enters your store has cost you a certain percentage of this expense. He or she presents an investment. If you fail to make the you have lost your investment. If your ke sells \$\mathbb{P}2\$ worth of goods to the customer, whave something of a return, but the man who had add \$\mathbb{P}24\$ to the sale is a salesman whom you an afford to promote because he has added hat amount without additional advertising pinse. He is his own little advertiser within store.

Id this little system to the statistics of your schess. Take the total amount that you pend in advertising, window display, circular letters, etc., in one month and divide it by the number of people that come into your store. This will tell you exactly how much it costs to bring one person inside your doors. Take the total amount of the sales of each of your salesmen and divide it by the number of customers waited on. This will show you the average amount each salesman receives from a customer.

If you want to sell more goods, offer a prize the next month to the salesman making the largest increase in sales per customer. You will be surprised at the results obtained. And if there is anything the local merchants need these trying days it is RESULTS! More business and more pesos is what is needed! THROW THE SEARCHLIGHT ON YOUR OWN BUSINESS

Will It Stand the Test?

The telephone service rendered by the average Manila business house is ROTTEN! While perhaps a little vulgar, there seems to be no other word that will quite express it.

The president and general manager of a large local retail store recently made this remark about another establishment. It started him to thinking about his own store and he decided to do a little investigating all by himself. Here is about what greeted him.

Mr. Business Man: "Give me 2932, please." Mr. Business Man: "Hello, is this 2932?" Telephone operator (his establishment): "Yes, sair."

Mr. Business Man: "Let me talk to someone in the ..... department."

Telephone operator: "Just a moment, sair." (Delay.)

New Voice on the Wire: "Hello."

Mr. Business Man: "Let me talk to a salesman, please."

New Voice: "What?"

Mr. Business Man repeats patiently.

New Voice: "Con quien hablo? Who's speaking, sair?"

Mr. Business Man: "Never mind who's speaking. Connect me with one of your salesmen. I want to place an order."

New Voice: "You want Gregorio? Just a minute, sair. 'Gorio!' Gorio!'

(New voice has left the wire so that there is no chance to recall him and in the meantime he is looking for Gregorio, who happens to be the janitor.)

(Delay.)

Gregorio: "Hello-o."

Mr. Business Man (impatiently): "Call that other fellow back here."

Gregorio: "Cosa? Sino ka?"

Mr. Business Man: "Confound it. No puede usted hablar Inglés?"

Cregorio: "Si, señor. No puede!"

And he hangs up the receiver, leaving the proprietor on the "outside."

Mr. Business Man, after a delay, again gets Central on the wire, only to learn that the line is busy. By this time he can readily see that if he had really been a customer trying to place an order with his firm, the chances were that the firm would have lost it.

It will pay any merchant in Manila to try out his own telephone system, as this man did, and see if it will stand the test. After ten years' experience in Manila, the writer can look back on any number of times when he disgustedly left the wire after a hearthreaking interview such as the above. And it positively loses business, too!

The writer believes that every business concern in the city should give more attention to its telephone service. It will pay them to establish an information desk that can actually give out authentic information. Cheap help of the muchacho class will do more to drive away trade over the telephone than most anything that we can think of just now.

Throw the searchlight on your own business and see if it stands the !cs!!

Don't always blame the telephone company.



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## THE ROUND TABLE



Every noon the Manila Knights of the Round Table meet in the dining room of the American Chamber of Commerce. Consuming the toothsome victuals served by Mrs. Larsen, they gather round the festive board presided over by the Shipper and discuss topics of the day. Here are settled weighty affairs of state, finance and business. Here great civic movements are horn and launched-and oftener killed. Here are read "escritos" by masters of the English language and by others who are not even its servants. Wisdom, wit, humor, poetry-and their opposites-parade up and down and across the board in an unceasing procession from the stroke of noon until long after all real working men should have reported back at their offices from luncheon. The Old Guard, consisting of the Skipper, the Politician, Everybody's Friend and the Radical, and possibly one or two others, occasionally sit around until three o'clock, settling the fate of the Orient, the United States, the world, or the human race for centuries to

The Round Table may fittingly be designated as the clearing house of American opinion in the Far East. The American business men of Manila are representatives of the largest and most important business interests in this part of the world. Some are local and others "foreign"-that is, agents of firms in the homeland or other countries. The leaders of American business life in Manila are the regular patrons of the Round Table, and whenever an American of more than ordinary repute or achievement passes through the city, he is immediately taken in hand by the Round Table Scouts and brought to headquarters, to be duly inspected, classified, certified, filled full of the proper sort of dope-besides chow, etc.,-and pumped. Hence, if there is any idea, thought or theory of more than passing importance passing through an American mind anywhere within 2,000 miles of Manila-it is sure to find its way to the Round Table. There it is given the regular treatment, and if it emerges whole from the ordeal, it has good reason to stand on its hind legs and inform the world that it is some idea, thought, theory or proposition, as the case may be.

This article serves to introduce to the readers of the American Chamber of Commerce Journal the family of Round Table Regulars. Their number varies between ten and twenty, depending upon the weather. In fair weather there is usually a full shift, with every hammer working at top speed. Dark skies tend to keep down the attendance, but there is always a quorum—a sufficient number to reach around the table with chairs placed six inches apart.

At the forefront of all Round Table activities we find the Skipper—big, bulky and boisterous. Sunny Jim, alias the Emissary, calls him the Polar Bear—and he is a bear on economics, finance and any topic having to do with business and Philippine politics. His deep bass voice dominates the discussion. Bigness—physical and mental—is his characteristic quality. He would have made a rare subject for Rabelais. His weakness is the production of escritos, which he turns out at the rate of about one every day



THE CENSOR (Drawn by the Skipper)

The Censor left on a trip to China about the middle of November and had not returned when this issue went to press. As this is probably the last chance the Skipper and the Editor will have for publishing anything without submitting it to the Censor's critical glare—they are taking anticipatory revenge on him. This is a remarkably lifelike and faithful portrait.

and a half. The typewriter-ribbon market owes its local healthy tone largely to the *Skipper's escritorial* proclivities.

Always sitting close to the Skipper we find the Censor. This latter gentleman devotes most of his Round Table hours to vigorous and vehement censorship of remarks and escritos emitted by the rest of the crowd. Since most of the remarks and an overwhelming percentage of escritos are produced by the Skipper, the Censor finds himself in a constant warfare, as it were, with the Skipper. The Skipper believes in being plain-spoken and driving at the thing you aim at, full-tilt, hell-bent-for-election. The Censor prefers the roundabout, smooth and easy road. He believes that you can catch more flies with sugar than with vinegar. Many a noble and promising escrito has been consigned to an early grave by the captious and supersensitive Censor.

Always taking a leading part in the discussion, and running the Skipper a close second for amount and quality of noise produced, is the Politico. This valuable and voluble adherent of the Round Table fraternity has his ears close to the ground of political developments, both here and in the homeland. Every time Quezon changes the style of his collar or Osmeña shifts to a new brand of cigarettes, the Politico is apprised of all the details, and he knows as much about what's

going on inside of President Harding's hatband as does the hat itself. The *Politico* is also a big fellow with a big heart and he can no more keep out of playing politics than the average *diputado* can keep away from the National Bank.

Everybody's Friend is not given much to noise, but when he says something he usually says something. In his long and arduous career as a government official and business man, he has done more for everybody in the Islands than for himself-although he hasn't entirely left himself out of the accounting; which should make it apparent that he has done considerable work in behalf of the men, women and children of the Archipelago. He doesn't like to be made head of a movement or an organization for the reason that he hasn't the time to devote to the work, with the result that he finally winds up by doing all the work himself. George isn't his first name but it should have been. They're all letting him do it. How he does it all and still has time left for eating and sleeping, he alone can explain. Of course Round Table time is not included in the above calculation.

The Radical is called so because he isn't. That's hard to explain to anyone but a Philippine resident. The stronger an American stands for American ideals and efficiency, the more radical he becomes in the eyes of the average Filipino. An out-and-out independista is an ultra-conservative; a retencionista is a rabid radical; and our Round Table Radical is somewhat of a retencionista and then somewhat. He is rather vehement and determined in his speech and is always ready for an argument. And he usually gets one, sometimes two or three at a time.

The Politician differs from the Politico in that he plays the game merely and exclusively for the sake of the game and does most of his playing on the other side of the pond. Turn the Politico loose on a bunch of Congressmen and learned United States Senators in Washington and he'll merely raise a smile on their lips. Turn the Politician loose upon the same bunch and he'll make them eat out of his hand and maybe fetch and carry. The Politician, on the other hand, couldn't make a Filipino politico present him with an invitation to a lechon supper. His speech is direct, forceful and bullet-like in its incisive effectiveness and physical effect. The Politician doesn't get around as often as he ought to. He digs gold on the side.

Among the regulars is the Top Sergeantfluent but gruff of speech. He's a hard-headed business man who is habitually telling the "cross-eyed world" where it gets off at. He's some guy, this Top Sergeant, and his theory of tackling an intricate problem is to grab it by the roots of the hair, give it a few shakes and lay it down on the ground, limp and lifeless. He's not without a sense of humor, but the writer would hate to come in contact with his humorous sense when the old Top sees these lines in print. The Top Sergeant has had considerable business experience since sergeanting in the Army in the early days of the insurrection and his remarks and observations are at times illuminating and helpful.

## H. R. ANDREAS

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#### "OH YE OF LITTLE FAITH"

IN 1900

-people doubted that anyone would ever live farther out than Calle Herran. Values are over 40 times what they were in 1966.

IN 1905

-people were sure Santa Mesa would never be populated.

#### IN 1910

—people literally questioned the sanity of the few who were starting to build real homes in Pasay. Values are from 20 to 40 times what they were in 1910.

#### IN 1920

-people told us we couldn't hope to quickly sell much land in SAN JUAN HEIGHTS. We have sold nearly all of the 1,300,000 sq. m. in a little over a year.

And so it goes. There are always some people who can't see beyond the ends of their noses—can't seem to realize that Manila is actually the fastest growing City in the Orient—can't figure that it is going to keep on growing and expanding—haven't the foresight to "get in the way of things doing"—of sharing in the City's growth and the legitimate profits therefrom.

#### SAN JUAN HEIGHTS CO.

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## *Me* MANILA TIMES

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DAILY AND SUNDAY

ADVERTISING RATES ON REQUEST

The Accountant is a mild but sharp individual who keeps his ears pealed for figures and checks 'em all up if they happen to make a slip. Little chance has the Skipper or the Politico of getting away with the statement that the deposits of the Philippine National Bank in New York City totalled \$\P74,248,362.64 when as a matter of fact they amounted to \$\mathbb{P}74,248,362.63 on December 31, 1920-on paper. Usually armed with a report or a volume of figures, the  $A_{\ell}$ . countant keeps close tabs on the mathematical and statistical end of the Round Table discussion. He does his figuring by subdividing toothpicks and matches into an infinitesimal number of pieces, which he piles up in front of him in neat, symmetrical little mounds, utilizing them much in the manner that a Chinese manipulates his abacus.

We now come to the latest recruit to the Round Table, the Emissary, who lives in the Hall of Horrors out Malacañan way. Finding, after a thorough exploration of the Archipelago, that the only fount of real and unadulterated knowledge and wisdom has its origin at and around the Round Table, he and his friends decided to drink at the fount, choosing the Emissary by lot to represent them. The very first day he arrived for a drink, he was handed a whole barrelful and he's been coming back for more ever since. He also attempted to sell stock in a goat-raising corporation, but the Round Table crowd proved too much for him. Inside of fifteen minutes they had captured his own goat from him-which ended his Round Table career as a stock salesman. He had better luck, however, in starting a society for the salvation of descendants of the army. The Emissary shows a praiseworthy disposition to learn and it is hoped that he will bring some of his companions along, which, it is expected, will some day result in giving the Philippines a real govern-

Usually present also are the Archive, who furnishes the Skipper with quotations and extracts from current literature at a nod of the head; the Opti-mistic Twins, who can see a point but don't believe in conveying their thoughts to the world; the Grouch, who thinks the whole world should mourn and sulk with him because he lost a few million pesos in importing axe-handles at a time when axe-handles suddenly went out of style; the Journalist, who'd please the readers of the Daily Bull if he should some day turn into a newspaperman; the Contractor, whose principal worry in life is the European style of architecture; the Engineer, who butts in occasionally; and the Editor, who takes it all in, says nothing and earns the undying hatred of all concerned by putting into the Journal everything but the most brilliant sayings and epigrams uttered by individual members of the bunch.

Not to be omitted is the Occasional Guest—a very savvy gentleman who spends six months of the year in this country and the other six in the United States, and has a most marvellous faculty of adapting his ideas on Philippine politics to each change of habitat. Occasional Guest has some good ideas and his words are eagerly listened to, but he doesn't come around often enough.

This introduces, in an incomplete, sketchy way, the dramatis personae of the Round Table of the American Chamber of Commerce. In subsequent numbers we shall try to record their doings and their sayings in a more detailed manner.

## Review of Business Conditions for November

#### THE UNITED STATES

From the latest trade and financial journals we note the general opinion that an improvement has taken place in business conditions in the Lnited States. While this improvement is largely related to seasonal conditions and movement of crops, there are a few signs indicative of the gradual restoration of the industrial equilibrium which is necessary to permanent prosperity. The shoe, cotton and woolen goods industries are now generally active.

Retailers have gradually worked their stocks down to a point which makes it now necessary to buy to supply current trade.

Farm produce in general is low and the crop movement is not producing the normal stimulus, as the receipts are being used to pay debts instead of buying. There is not in general enough trade to go around, which makes competition sharp and puts prices at the minimum.

Labor seems to be sullen and needs better quality men in its leadership. Present leaders do not seem to recognize the futility of the attempt to maintain wages above the economic level of the country, the result of which is a large number of unemployed.

Loans seem to be reduced in the large centers of population while the interior of the country does not show the same degree of liquidation.

#### Effects of Conference

The Disarmament Conference is having its effect upon business and there seems to be a general desire on the part of the administration to put aside any particular legislation having an effect upon the betterment of business until the Conference decides the question. Matters like the Panama canal tolls and legislation affecting foreign trade and traders are being held up for the decision of the Conference.

The new tariff is apparently being held up, owing to protests from many quarters as well as its aspect to foreign powers attending the Conference. The tariff bill and the present situation in the world is bringing the fact that business is an exchange of products rather forcibly to the attention of business men in general. When the world is "broke" the meat in the coconut is visible. Nobody wants to export American goods unless he can be paid for them, and there is no way in which foreign countries can pay for them but in their products. So if the tariff shuts the products of foreign countries out, the more difficult it becomes to sell our products abroad, in other words difficult to do business and more difficult to collect the debts already owing to us.

#### EXPORT VALUES LOWER

The exports of the United States seem to be keeping up in volume but lowering in value of goods exported. This comes from the lower general level of prices. To illustrate: the quantity of raw cotton exported in the first eight months of 1921 was 1,958,818,000 pounds; in

the same period in 1920 the quantity was 1,982,688,000, yet the value of the 1921 exports was but \$274,000,000 against \$820,000,000 for 1920. The average per pound for 1921 is a little over 14 cents against an average of 41 cents for 1920. The weight of imports has increased 16% while the value of imports show a reduction of 60%; the weight of exports has increased about 2% and the value of the exports has decreased 40%.

The railroad situation as to rates is still bad and there is a general demand for lower rates. Apparently lower rates are only obtainable through a reduction in wages and the poor quality labor leaders are not broad enough to see that wages must come down to the economic level of the country.

The situation seems to be one of improvement, and the general opinion is that the low level has been reached and that normality is slowly coming.

#### REVIEW OF THE HEMP MARKET By H. Forst,

Secretary and Assistant Treasurer, Macleod and Company, Inc.

The hemp market during November ruled generally dull and inactive. Shipments which went forward this month were against sales previously made at a time when America and the United Kingdom showed some interest in the article.

Prices have fluctuated but very little, and so far as concerns the U. K., have practically remained stationary. Business in Europe has been greatly affected by the unfavorable financial situation brought on by the sensational drop in the value of the mark. While this has chiefly affected copra operations, hemp, unfortunately, has also come in for its share.

Grade I in New York has been quoted as low as 7 cents and as high as 7% cents per lb., with other grades on the same basis. American buyers are continuing the policy of buying from hand to mouth; and until such time as a general demand sets in, business will be more or less of a retail character.

Japan again bought heavily during the month, and it is estimated that shipments so far this year to that country will be 100,000 bales in excess of 1920.

One saving clause has been the small receipts, which so far this month are just a little more than half of the hemp exported. The result has been a further decrease in Manila and Cebu stocks, which now stand at 270,000 bales as compared with 294,000 bales at the end of October and 331,000 bales at the beginning of the year.

Local prices have been well maintained and have generally ruled higher than those obtainable in consuming markets. The slight firmness which developed in the exchange market has helped to bring this about, the dealers and producers reaping the benefit of the premium obtained by shipping houses when selling gold.

#### 

Shipments During First Three Wecks in November, 1921

	Bales
To U. S	24,062
To U. K	
To Continent	6,980
Elsewhere and Local	22,417
Total	64,234

Receipts, November 1 to November 21, 1921, 37,498 bales.

Shipments, January 1 to November 21, 1921 1921 1920 Bales Bales To U. S..... 240.703 508,263 To U. K..... 199,551 379,648 To Continent..... 58,950 40,763 Elsewhere and Local.... 212.670 116,748 Total..... 711,874 1,045,422 Decrease..... 333,548

Net Stocks, Manua and Cebu	
	Bales
October 31, 1921	294,000
November 21, 1921	270,000

M. C. 1 35 "

Order No. 13 has again come under discussion. As heretofore, opinions as to whether the order should be abolished or allowed to stand are divided. The matter is now up before the Governor-General for final decision.

#### NOVEMBER SUGAR REVIEW

By George H. Fairchild President, Welch, Fairchild & Co., Inc.

During November there have been moderate sales of Cubas in New York on the basis of 2½ cents, c. i. f. (4.10 cents, landed terms, duty paid), and to Europe at the equivalent of this price. The market closes with a rather uncertain tone, with the general impression that lower prices are imminent.

Towards the end of October there were sales of Philippine Centrifugals in New York at 4 1-16 cents. This price was 1-16 over previous sales as reported in our October review, the advance being due to a temporary absence of spot parcels. Philippine Centrifugals for arrival early December are now offering at 4 cents, with no buyers.

Porto Rican sugars were also sold at 4 1-16 cents, during the scarcity of spot parcels, but later prices declined, and Porto Ricans are now offering at 3 15-16 cents. Louisiana sugars have been sold at 3.85 cents, delivered New Orleans. These prices are the lowest in recent years.

The Javan market has remained fairly steady during the present month, and during the past few days has had a firmer tone, owing, it is stated, to buyers covering their commitments. Latest sales of present crop Javas reported are on the basis of Gs. 123/8 per picul for Superiors and Gs. 91/8 per picul for Browns, both prices ex godown. The Trust has commenced selling new crop (1922) Javas, moderate sales of Superiors having been made at Gs. 12 per picul for April-May-June delivery, and of Muscovados to Japan at Gs. 11 for April-May delivery, and Gs. 101/2 for June delivery. Japan's keenness for Muscovados is evident in the small differential between Superiors and Muscovados-one guilder as against from three to four guilders in normal times.

Japan continues to evince a strong interest in the small remaining stocks of Philippine Muscovados. Local dealers are firm in their ideas of price, and while Japan is mostly interested in the lower grades, local dealers are insisting upon a certain proportion of the higher grades being included in sales to Japan. The total stocks of Muscovados available for export are estimated not to exceed 5,000 tons. There are buyers in the local market on the basis of \$\mathbb{P}7.50\$ per picul for No. 1, ex godown, with 25 centavos down per grade.

The local market for Centrifugals has been dull, with nothing doing. Early in the month there were buyers at P9 per picul, but buyers subsequently withdrew. Chinese are buyers at P8 per picul, but there are no sellers at this price at present.

The recent typhoon, while not severe, was accompanied by very heavy rains throughout the sugar districts of the Islands. No serious damage to the growing cane has been reported, but the heavy rains and floods did considerable damage to railroads and temporary bridges.

Our milling season is near at hand. Two centrals have actually commenced grinding—La Carlota central in Negros, and Del Carmen central in Pampanga. There will be a general commencement of centrals during the first half of next month. The latest estimate of the 1921-22 Philippine crop is as follows:

Centrifugals ..... 214,610 tons of 2240 lbs. Muscovados ..... 70,360 do.

284,970 tons of 2240 lbs.

The world's production of sugar for the coming year has been estimated at 930,000 tons less than last year. This decrease is practically represented by the estimated decrease in the Cuban crop for next year. This crop has been preliminarily estimated at 3,000,000 tons, as against an actual out-turn of 3,935,000 tons for the crop just finished. The Government estimate of the domestic beet crop is 850,000 tons. The latest estimate of the European beet crop is 3,925,000 tons.

#### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

Prices of leaf tobacco stiffened slightly during the month of November by reason of the fact that the 1921 crop has proven to be a failure. Not that there have been any sales reported that would warrant an advance in prices, but solely because the dealers anticipate a shortage due to the crop failure noted above.

By what method of reasoning they have arrived at this conclusion is hard to determine, as in reality the market is glutted with raw tobacco.

Many of the dealers still have a portion of the 1919 crop in their warehouses that they are anxious to dispose of—the major portion of the 1920 crop that found its way into the hands of the dealers is still unsold—and yet the market has a slight tendency upward, with no demand at previous quotations. The price of the raw product should be governed by the prices offered by Europe for leaf tobacco and the prices offered for our cigars in our principal market—America.

If nothing else, the exchange quotations eliminate Europe as a factor in the Philippine leaf situation, so apparently the activities of the American buyers must account for the reported advance. As a matter of fact the prices offered by the American buyers are lower than they were in October, as local manufacturers are now accepting offers for 16 pound Londres at \$18.50, c. i. f., New York, against a former price of \$19.50, which does not say much for the future of Manila cigars as a "5-cent straight" cigar to the American consumer.

We have attempted to create a demand for Manila cigars by regulations of the Bureau of Internal Revenue and acts of the Philippine Legislature. Judging from the result it would appear that for some unknown reason those methods did not bring the desired result.

#### PROTECTING THE INDUSTRY

The Philippine government derived approximately three million pesos in 1920 from the cigars shipped to America—this being the amount of the American internal revenue tax refunded to the local government, and naturally is intensely interested in fostering the trade which during the first half of the present year had decreased 76 per cent as compared with 1920.

It is perfectly true that no part of this decrease is due to government regulations, but it is also just as true that the demand for Manilas during the boom days just prior to the great crash in 1920 cannot be attributed to government regulations either. The question would seem to be: Why the regulations and the expenses incident to their enforcement?

In some lines, manufacturers of quality merchandise extend a quality guarantee to the trade, which guarantee is included in their factory overhead. Naturally, for this quality merchandise they demand quality prices. When those same manufacturers, in an endeavor to reduce their overhead, increase their output and place moderate or cheap merchandise on the market it is the usual practice to avoid using their factory labels on the inferior quality, and to offer a quality guarantee is unthought of.

When Manila cigars were selling at a price which would admit of a guarantee charge being included in the factory overhead, there is no doubt but that this provision in the regulations was a factor that the American importers considered in placing their initial orders. Anyone familiar with the resultant claims must concede that this guarantee, which established the

liability of the manufacturers, has been greatly abused by many unscrupulous American  $i_{III}$ , porters.

#### STILL MAKE CIGARS IN U. S.

To place a cigar in New York City and sell it to an importer for .0185 cents after paying all charges incident to its delivery and guarantee it against anything except total loss, and that only in the event that the steamer sinks, is to say the least, poor business judgment, and yet under the rules and regulations of our Burcau of Internal Revenue that is just exactly what we are compelled to do.

There is now a movement on foot to regulate prices by establishing a minimum price for certain standard shapes. At last reports, cigars were still being manufactured in Porto Rico and various districts in the United States,

#### THE TEXTILE MARKET

By L. S. Brown, Manager, Textile Department Pacific Commercial Co.

On October 3, the United States Government issued its final report on the condition and yield of cotton for the year 1921. This report places the condition of the crop as of September 25 at 42.2% of normal and estimates the yield at 6,537,000 bales.

Many authorities in the cotton trade estimated that the condition would not be above 40% and some went so far as to place 36% as the limit. In view of this, when the condition of 42.2% was announced, it caused considerable selling and spot cotton fell off from 211/4 cents on September 29 to 17 cents on November 4. Wall Street, Southern, Japanese and European interests sold heavily, claiming that the rise had been overdone, that too much had been said about supply and too little about consumption, which they believed would be reduced materially on account of high prices. After the report was issued there was a rally from the low of from \$3.50 to \$5.00 per bale. caused by buying which set in after the drop, and latest advices place the present spot price at 19 cents.

Many people in the trade argue that there is no material difference between 6,000,000 bales and 6,500,000, that in either case the crop is exceedingly small, and that higher prices may be expected. This seems reasonable when the present crop is compared with the 13,439,606 bales of last year, 11,449,930 bales for 1919, 12.040,532 bales in 1918, 11.302,375 bales in 1917 and 11,449,930 bales in 1916. In fact the present crop is the smallest since 1886, when the yield was 6,449,000 bales. The yield per acre makes a still more striking showing, that for this year being only 118 pounds as against 178.4 pounds in 1920, 158.2 pounds in 1919, 159.6 pounds in 1918, 209.2 pounds in 1914, 182 pounds in 1913, 190.9 in 1912, 207.7 in 1911, and a 10-year average of 177.6 pounds.

Taking 6,000,000 bales of good cotton as a fair estimate of the carry-over from last year's crop, and taking for granted that this year's yield will be 6,500,000 bales, we have a total supply of 12,500,000 bales. During the year ending August 31, when conditions in the cotton

indu-try were poor, approximately 12,000,000 bales of cotton were consumed. With conditions improving generally, it would seem that the visible supply may be short of requirements. There are so many things to consider in this connection, however, that it would be ridiculous to venture a prediction as to what will happen, and while at present the American textile market is very firm, a hand-to-mouth buying policy would seem to be the safer course to pursue.

Local textile business, as far as importers are concerned, has been good for the past month, recent shipments having been bought up by dealers as fast as they arrived. These purchases seem to be for filling-in purposes, however, and it is not believed that they are going into consumption very rapidly.

#### STEEL PRODUCTS

By C. G. I.OHR,

Manager, Construction, Supply Department
Pacific Commercial Co.

Since the disposition of surplus stocks, which have in many cases been sold at prices below replacement cost, the local market has become firmer. This is particularly true of structural bars, galvanized sheets and all wire products. While there are no immediate big building projects in view, nevertheless there is a continuous demand for steel bars for use in small construction, and square twisted and square corrugated bars are being offered for this purpose at prices which are attractive to buyers.

Stocks in the hands of importers and dealers are apparently sufficient to take care of local market requirements during the present building season and it is not expected that there will be any large importations of structural bars for another six months. During the past 10 days advices have been received of an advance in prices on bars. This, notwithstanding the fact that U. S. mills are working far below their capacity.

The strongest local demand just now is for galvanized sheets, stocks of which are not sufficient for immediate requirements. This is particularly true of sheets in 24 and 26 gauge. There are, however, large shipments coming forward to arrive within the next 30 to 60 days and the situation will then be somewhat relieved. The recent increase in the United States of \$5.00 per ton on domestic orders has helped to create confidence and stimulated buying, as it was expected that the advance would sooner or later be applied to exports as well. Reports indicate that the sheet mills in the United States are working 80% of capacity, which is due principally to the large domestic demand for all kinds of sheets.

Wire products, particularly nails, plain galvanized wire and barbed wire are in strong demand at present. Local stocks are fair and are being offered at attractive prices.

#### BUYERS' GUIDE IN JOURNAL

Beginning with the January issue, the American Chamber of Commerce Journal will publish a classified Buyers' Guide for the convenience of our readers. This is not to be confused with our Business and Professional Directory made up of paid announcements, which will be found on page 34 of this issue.

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#### ANNOUNCEMENT

To our Friends and Patrons:

We take pleasure in announcing the removal of our OFFICES and SALES ROOM from 211 Echague to Room 311 Roxas Building, Escolta and David, where we will continue our business along the same lines as heretofore.

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## COPRA AND ITS PRODUCTS By S. P. White

President of Willits and Patterson, Ltd.

The weakness in the foreign markets for coconut oil has continued throughout November and the level about the first of the month of 75/8 cents, c.i.f. Pacific Coast, has dropped to a new level of 71/4 cents. A few trades have been reported, and most of these have been for deliveries after the first of the year. Buyers seem disinclined to operate for any near position, probably due to the fact that they desire to reduce their inventories over the end of the year. The uncertainty as to the outcome of the Disarmament Conference also has the effect of causing buyers to contract for only their absolute requirements. Further, the cheapness of corn forecasts cheap lard during the winter months. The one redeeming feature in the outlook for future business is the reaction in the exchange rate and the possibility of a fairly substantial premium on export bills in the future.

#### COCONUT OIL

Shipments of coconut oil for this month are probably heavier than for some months past, the total being 17,000 tons. The whole of this went to the United States, about 8,000 tons for discharge at Pacific Coast ports and the balance for New York. These shipments are no doubt covered by sales contracted from one to two months previously.

#### Copra

The small trading in coconut oil has been to some extent offset by the unusual heavy demand by American mills for copra. With one or two variations, the price remained steady at 4½ cents., c.i.f. Pacific Coast. The exports of copra during the month totalled about 15,000 tons, of which 12,500 tons went to America and the balance to Europe.

The European copra market has continued to slump, and at one time hit the low price of £23-10/0 per ton for second hand sales, London. A reaction about the middle of the month to £26-0/0 did not last, and nominal quotations were later about £24-10/0 for Cebu sundried. The demand for coconut oil from Europe was practically nil. As a considerable part of the copra exported to Europe is ultimately for German consumption, the continued fall in the value of the German mark has had a depressing effect on the market there. It is not expected that there will be any active revival in the trade until the rate of exchange for marks is somewhat stabilized.

The local copra market has not followed the foreign markets and has strengthened during the month. The low price around the first of the month has advanced from 25 centavos to 50 centavos per picul, and while the market shows some signs of weakness at the close, the level is higher than at the close of October. The quotations for bodega copra during the latter part of the month were slightly in excess of P10 per picul.

The strength in the local copra market has been largely due to the smaller production than during the previous month and to the copra demand from America. The decreased production is attributed partly to the continued general rains as well as to the temporary transfer of laborers from copra making to harvesting the rice crop.

#### COPRA CAKE

The demand for copra cake has been small. The total shipments for the month aggregated about 3,500 tons, Europe and Japan taking about equal quantities. The price has dropped to a maximum of \$\mathbb{P}20\$ per ton and there appears to be no immediate prospect of a revival. Reports from Europe indicate open weather, which allows open feeding for stock and lessens the demand for cattle food. In addition, the cheapness of corn makes copra cake unattractive.

REAL ESTATE
By P. D. CARMAN,
Vice-President and Sales Manager San
Juan Heights Co., Inc.

1921

1920

1.048,710

The real estate market has been very dull during the past month as is shown by the following record of transfers:

Sales, City of Manila

Quiapo	70,034	
Malate	57,038	
San Nicolas	46,060	
Paco		
Sampaloc		
San Lazaro	15,137	
Santo Cristo		
Tondo		
San Miguel	4,500	
Pandacan		
Total	₱ 475 600	#1 FF4 041
October	857,446	1,888,842
C . 4 1		1 527 050

Four Months..... \$\mathbb{P}2,913,729 \ \mathbb{P}6,022,469\$
This would indicate that just about one-half the value in sales of Manila real estate was recorded during the past four months as com-

pared with the same months last year.

558,491

#### LUMBER REVIEW

By Arthur F. Fischer, Director of Forestry

The lumber production for 20 of the larger lumber companies in the Philippines during the third quarter, or July to September, 1921, was 23,116,760 board feet as compared with 21,478,788 board feet during the same period of 1920.

Local and foreign sales of lumber during this period of 1921 were 18,734,352 board feet as compared with 19,250,259 board feet in 1920, while the lumber in stock in the mill yards at the end of September, 1921, was 22,042,410 board feet as compared with only 11,330,793 board feet the previous year.

During this quarter the mills have kept up their production with hopes of improvement in the market conditions, but the failure of the market to pick up any and even to slow down further has left the mills heavily stocked with unsold lumber. Incomplete returns for October indicate shipments were cut to about two-thirls of those for October, 1920, and that four of the mills were closed entirely while others are reducing their cut until their surplus stocks are disposed of. Returns so far received, however, indicate a total cut of some 7,000,000 board feet for October, 1921, as compared with a little over 8,000,000 board feet for October, 1921, as compared with a little over 8,000,000 board feet for October, 1920.

#### SHIPPING REVIEW

By A. G. HENDERSON, General Manager for the Far East, Frank Waterhouse and Company

It was hoped that the activity in cargo offerings manifested at the beginning of November to both the United States and Europe would be fully maintained and even improved on as the month progressed, but the reverse is to be recorded, and at the present writing bookings are almost negligible. Co-incident with the falling off offerings from the Philippine Islands is the revival of the Chinese and Straits Settlements markets. During the month under review it has been possible to fill homeward steamers at the ports of Hankow and Singapore, and at the present time this condition still obtains.

The constant increases in the allocation of passenger steamers for the Pacific berth has not met with a corresponding increase in passenger traffic, but it is expected that the beginning of 1922 will witness great travel to the Orient.

With the launching of the West Chopaka at Los Angeles on September 19, the last hull on the ways under order for the Shipping Board was waterborne. Since August, 1917, when all of the country's shipyards were requisitioned by the Government, 2,312 hulls have been launched (including vessels built in the Orient) with a deadweight tonnage of 13,636,711 tons. This tonnage is divided as follows: 1.309 contract steel vessels of 8.927.695 tons, 384 requisitioned steel vessels of 2,687,266 tons, 18 composite vessels of 63,000 tons, 589 wood vessels of 1,885,250 tons, and 12 concrete vessels of 73,500 tons. Of the 2.312 hulls built, all but 11, of 129,400 tons d. w., have been delivered. It is expected that with the delivery of the passenger steamer Nutmeg State in April, 1922, the building program will be completed. Thus there will come to an end the greatest shipbuilding scheme ever undertaken by man. The wisdom of laying down keels long after the Armistice was signed, and for which the country had no need. is open to question. Of this vast number of vessels only 420 were in service on October 15. Of the latter number, 25 are listed as undergoing repairs, and, when work on them is completed, are slated for lay-up at one of the 14 mooring berths selected by the Shipping Board.

The coastwise trade of the United States through the Panama Canal has attained large proportions. From January 1 to August 31 of the present year 264 vessels carrying 1,203,503 tons of cargo passed through the Canal in the Coast-to-Coast service, against 238 vessels carrying 1,061,652 tons for the entire year of 1920. The cargo movement in both cases was greater from the Pacific to the Atlantic than

Shipping Board steamers in the trans-Pacific trade will increase rates on lumber to at least \$17.50 per thousand feet, effective December 1. The Board recently raised the rate from \$12.50 per thousand feet to \$15.00.

If you have any suggestions to offer for the improvement of the *Journal*, write them on a piece of paper and send them to the editor.

The American Chamber of Commerce Journal is the official organ of the American community in the Philippines.

#### WOOD-FORBES REPORT

The report of the Special Mission to the Philippines, commonly known as the Wood-Forbes Mission, to the Secretary of War, under orders from President Harding, was published on Wednesday, November 30. The conclusions and recommendations are as follows:

#### "GENERAL CONCLUSIONS

"We find the people happy, peaceful, and in the main prosperous, and keenly appreciative of the benefits of American rule.

"We find everywhere among the Christian Filipinos the desire for independence, generally under the protection of the United States. The non-Christians and Americans are for continuance of American control.

"We find a general failure to appreciate the fact that independence under the protection of another nation is not true independence.

"We find that the Government is not reasonably free from those underlying causes which result in the destruction of government.

"We find that a reasonable proportion of officials and employees are men of good character and ability, and reasonably faithful to the trust imposed upon them; but that the efficiency of the public services has fallen off, and that they are now relatively inefficient, due to lack of inspection and to the too rapid transfer of control to officials who have not had the necessary time for proper training.

"We find that many Filipinos have shown marked capacity for government service and that the young generation is full of promise; that the civil service laws have in the main been honestly administered, but there is a marked deterioration due to the injection of politics.

"We find that there is a disquieting lack of confidence in the administration of justice, to an extent which constitutes a menace to the stability of the Government.

"We find that the people are not organized economically or from the standpoint of national defence to maintain an independent government.

"We find that the legislative chambers are conducted with dignity and decorum and are composed of representative men.

"We feel that the lack of success in certain departments should not be considered as proof of essential incapacity on the part of Filipinos, but rather as indicating lack of experience and opportunity, and especially lack of inspection.

"We find that questions in regard to confirmation of appointments might at any time arise which would make a deadlock between the Governor General and the Philippine Senate.

"We feel that with all their many excellent qualities, the experience of the past eight years, during which they have had practical autonomy, has not been such as to justify the people of the United States relinquishing supervision of the Government of the Philippine Islands, withdrawing their Army and Navy, and leaving the Islands a prey to any powerful nation coveting their rich soil and potential commercial advantages. In conclusion, we are convinced that it would be a betrayal of the Philippine people, a misfortune to the American people, a distinct step backward in the path of progress, and discreditable neglect of our national duty, were we to withdraw from the Islands and terminate

our relationship there without giving the Filipinos the best chance possible to have an orderly and permanently stable government.

#### "RECOMMENDATIONS

"1. We recommend that the present general status of the Philippine Islands continue until the people have had time to absorb and thoroughly master the powers already in their hands.

"2. We recommend that the responsible representative of the United States, the Governor General, have authority commensurate with the responsibilities of his position. In case of failure to secure the necessary corrective action by the Philippine Legislature, we recommend that Congress declare null and void legislation which has been enacted diminishing, limiting, or dividing the authority granted the Governor General under Act of Congress No. 240 known as the Jones Bill.

"3. We recommend that in case of a deadlock between the Governor-General and the Philippine Senate in the confirmation of appointments that the President of the United States be authorized to make and render the final decision

"4. We recommend that under no circumstances should the American Government permit to be established in the Philippine Islands a situation which would leave the United States in a position of responsibility without authority.

"(Signed) LEONARD WOOD, Chairman. (Signed) W. CAMERON FORBES."

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## Director of Education Evades American School Issue

(Continued from page 13)

times as much per pupil as the other schools of the country. They believe that the atmosphere and training of such a school is worth that much to their children. Already the Americans and foreigners in Manila pay approximately 80% of the taxes of the city and furnish about 8% of the school children; in the words of Director Bewley, these figures speak for themselves.

"(F) The statements in paragraphs 6 and 7 of the endorsement are, like all the rest of it, beside the question. The fact that there are so few teachers in the public schools of the Philippines is not the fault of the American community; it is up to Director Bewley and the Philippine Legislature. If the Filipinos do not want American teachers for their children, that is their affair. The members of the American community do want American teachers for their children and are willing to pay for them. They do pay for them now through their taxes, but they are willing to pay even more, should that be necessary; but they want an American school conducted on American lines, having American atmosphere as well as American teachers, with American customs and language and culture prevailing in its classes and on its playground. This is the thing for which the resolution of the American Chamber of Commerce was passed and addressed to the Acting Governor-General; it was the thing for which the Acting Governor-General asked Director Bewley to report plans.

The American community is entitled to that kind of a school and will not be satisfied with something else which Director Bewley, for some reason best known to himself, puts forward as just as good.

"The fact that American parents in the Philippines who have children to educate go to the enormous expense, in addition to paying so large a percentage of the public taxes, of maintaining two private schools in the Philippines, is the best possible proof that Director Bewley's substitute for an American school is not acceptable to them and, for American purposes, is not just as good. American teachers alone do not make an American school. For example, in the sixth grade of the Central School the average of the American boys and girls is 11 years. In this same grade will be found a large number of non-American children of an average age of from 15 to 16 years, sexually matured, after the way of inhabitants of tropical countries, whose ideas and thoughts along these lines are equal to those of an American of 18 or 19 years. These children discuss sex questions in a way that might be unobjectionable and harmless among older people or among children equally matured, but which is very harmful and objectionable to the parents of young

"From a pedagogical point of view, aside from not being an American school, Central School is impossible. The first grade has 60 pupils. A statement of this fact is sufficient without comment. The fifth grade has 56 pupils; the seventh grade 60 and the other grades from 45 to 50. It is no answer to these facts for Di-

rector Bewley to say that the other schools are likewise crowded. What the American community pays for and wants and is willing to pay even more for, is not something as good or as bad as somebody else has, but a school that will answer the need of their children as well as did the schools of their own communities in the United States. If Director Bewley cannot get the Philippine Legislature to provide adequate and proper schools for the Filipino children, that is something for Director Bewley and the Philippine Legislature to answer for to the Filipino people, as the American Chamber of Commerce and the American community now want them to answer for not having provided an American school for American children out of the abundant taxes paid by American residents in Manila."

#### YEATER'S STAND

The following letter was received by a well known American lady, who had called upon Acting Governor-General Yeater regarding the American School question:

"Referring to the matter of the establishment in Manila of a school exclusively for American children, I am inclosing herewith copy of a letter addressed to me by the Director of Education, also copies of inclosures thereto.

"I regret that your request cannot, at present, be granted, but assure you that if I remain here long enough I will exert all my efforts towards the establishment next year of a school exclusively for American children.

"Yours very truly,

"(Sgd.) Chas. E. Yeater. "Acting Governor-General."

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## CHAMBER NOTES

PROTEST AGAINST INVENTORY RULING

A matter of considerable interest to all merchants, the method of assessment of inventory values by the Philippine authorities, was brought to the attention of the Chamber by George I. Frank, of Frank and Company, and Mr. Frank was appointed by the Board of Directors a committee of one to see the Collector of Internal Revenue and obtain a definite ruling from him and submit suggestions thereon to the Board.

Mr. Frank pointed out that the Internal Revenue agents in making examinations of mercantile books are ruling that "write-off to equal depreciated value of the merchandise at its new lower or replaced value is not permissible". This write-off, he stated, is allowed in the United States, and to prove his point he quotes an article from Automobile Topics for lanuary 1, 1921, which says:

"Adjustments of inventory values to new, and for the most part lower levels, may be taken into account and listed as losses. This is allowed when an actual relisting of the goods to new market levels has been made, such as cases where sums have been set aside from carnings or surplus to reduce inventory values, or when goods for sale have been marked at lower levels."

Local bankers were asked their opinion on the matter, and one of them wrote that the Collector's ruling "is contrary to all commercial usage and sound accounting practice." He

"Inventory prices must be scaled to meet falling markets so that the corresponding item 'merchandise' in the balance sheet or other financial statements and in the books of the concern will reflect true or actual conditions at all times. This is as important for the merchant as for those from whom he may wish credit accommodations, for otherwise the books would readily lead to serious blunders, and not infrequently insolvency is present and not recognized on this very account. For example, if the sharp declines in our local products extending over the past couple of years were not reflected in revised inventories, many concerns would be insolvent in fact and be possibly unaware of it. Figures that do not tell the true facts are never allowable for any purpose, either in good public or commercial accounting."

Another banker writes:

"Proper accounting, as well as conservative business practice, requires that inventories of raw material and manufactured products on hand be valued at cost or market price, whichever is the lowest on the last day of the year on which tax assessments are paid. This is a rule adopted by the United States and other countries that I know of in making assessment for taxation purposes."

Still another banker declares:

"We feel . . . that the law as it stands is harsh and oppressive and should be amended to conform to the interpretation placed upon the income tax law in the United States, and we believe that the proper method to pursue in order to secure redress is to seek an amendment of the law by the Legislature."

Mr. Frank, immediately upon being appointed as a committee to look into the matter, sought the co-operation of the other chambers of commerce in Manila, with the result that the following representation was secured:

Mr. Reid, for the Manila Chamber of Commerce; Mr. Sy Cip, for the Chinese Chamber of Commerce; Mr. Ocampo, for the Philippine Chamber of Commerce; and Mr. Gutierrez, for the Spanish Chamber of Commerce.

This delegation accompanied Mr. Frank to the Collector of Internal Revenue, who, after listening to a verbal protest, declared that while he sympathized with the stand of the merchants and was ready to assist in the drafting of a law that would cure the anomally complained of, he could not grant merchants a six months' stay in the operation of the present law, as regards the 1920 balance sheets, and would have to proceed with the reassessment of income taxes in accordance with this law. The remedy, he said, lies in having an amended law rushed through the Legislature.

Mr. Frank suggests that merchants should make their balance sheets read: "Goods are inventoried at cost or market value."

The matter was referred to E. A. Perkins, the Chamber's General Counsel, for report, with the request that Mr. Frank's recommendations be carried out.

Attorney Ewald E. Selph, General Counsel for the American Chamber of Commerce, resigned because of his departure for Shanghai.

The Board of Directors accepted the resignation with regret, expressing their appreciation of his services to the Chamber. Attorney Eugene A. Perkins accepted the appointment as General Counsel, succeeding Mr. Selph.

The Board of Directors has ruled that hereafter persons who have taken out their first naturalization papers will be considered as citizens of the United States for the purpose of membership in the Chamber, each case to be considered on its merits by the Board of Directors.

. I. Beck, who has been away from the Islands for nearly two years, is expected to arrive here shortly. Mr. Beck has been resting up from business in New York City.

At the meeting of the Board of Directors held on Tuesday, November 8, the following resolution was adopted:

"The American Chamber of Commerce of the Philippine Islands protests against the contemplated withdrawal of cargo steamship lines from the Pacific and Atlantic coasts to the Orient. We strongly recommend that two or more shipping companies operate out of Seattle, two or more out of Portland, two or more out of San Francisco, one or more out of Los Angeles, and two or more from the Atlantic coast, and that no changes be made in the present operators

until the application of the coastwise laws is made to the Philippines when an increased service will be necessary."

This resolution was forwarded to the local office of the United States Shipping Board, with a request that it be transmitted to the Washington headquarters of the Board. J. F. Marias, general agent of the Shipping Board, through E. E. Crouter, temporarily in charge of the Manila office, complied with the request of the Chamber and, on November 21, the following reply was received by him:

"Inform the American Chamber of Commerce and American firms that we appreciate their interest and are glad to have their views, which will be given careful consideration.

"It is our desire to maintain the trans-Pacific service in the most satisfactory manner consistent with economical management and we are endeavoring to work out the situation to the best interest of all concerned."

The Open House on Thanksgiving Day attracted about 150 members and their families to the rooms of the Chamber, where a most appetizing buffet luncheon was served between twelve and two. Mrs. Larsen and Ah Kong, the cook, did themselves proud in the affair. All Manila is talking of the excellence of the chow served on the occasion.

Captain John Henning, formerly one of the prominent skippers in the coastguard fleet, is in Manila from Bolinao for a few weeks. He is now interested in shipbuilding and also runs a maguey plantation. He has recently installed a Prieto machine for the cleaning of maguey but finds that the native prefers to ret the leaves in salt water rather than turn them in to be treated by the machine. Machine cleaned maguey can be used for binder twine while the salt-retted fiber cannot be used for this purpose.

John Schultz, of Calauang, Laguna, was in town for a brief visit. Mr. Schultz manages the largest coconut plantation in the Islands and is always glad to see members of the Chamber and show them around.

Members from the provinces are urged to register at the Chamber when visiting Manila. They are assured of a cordial welcome at the rooms of the Chamber, where there are on file local newspapers and publications as well as the latest American trade publications and representative newspapers.

The restaurant is steadily growing in popularity under the capable management of Mrs. Katherine Larsen. Ladies are gradually learning the attractiveness of the place for meeting in the afternoon for tea after a shopping tour. The quiet, clean dining room, the excellent service and the tasty refreshments have made the Chamber restaurant the favorite downtown rendezvous of many ladies.

#### Manila Carnival and Commercial-Industrial Fair

February 4-12, 1922

I have been asked to give to the AMERICAN CHAMBER OF COMMERCE JOURNAL some information regarding the plans of the Philippine Carnival Association for the Carnival and Commercial-Industrial Fair, to be held in Manila, February 4 to 12, 1922.

The Annual Carnival and Exposition is one of the most important events in Manila and the Orient. During Carnival Week, visitors from the provinces and neighboring countries come to Manila by thousands and make it a great "get together" occasion.

Ambitious plans and preparations are being carried out for the "Big Show" to be held Feb. 4 to 12, 1922. Building construction is well under way and Carnival City presents a busy scene every day to passers-by. Besides giving employment to large numbers and thereby contributing to the prosperity of all, it is inspiring to those who are inclined to mope and complain of "hard times" to witness daily the practical expression of optimism on the part of the Carnival authorities.

The Carnival is more than a Fun and Folly Fiesta. It has its serious side which is being emphasized in the program for the coming event. Commerce, Industry, Education, Health, Public Welfare, Athletics, Agriculture, Animal Husbandry, Good Roads and Transportation, Public Works and other activities for the common good are being given prominence through the efforts of the following Civic Committee, composed of representative and influential persons:

#### CIVIC COMMITTEES

Conventions and Delegations Committee:

Chairman-

Far Eastern Commercial and Industrial Convention—

Mr. Julius Reis, representing the American Chamber of Commerce.

Mr. Conrado Benitez, representing the Philippine Chamber of Commerce.

Dr. Luis Uychutin, representing the Chinese Chamber of Commerce.

Mr. Leopold Kahn, representing the French Chamber of Commerce.

Far Eastern Educational Congress-

Dr. Guy Potter Benton, President, University of the Philippines.

Dr. Luther B. Bewley, Director, Bureau of Education.

Rev. Francis X. A. Byrne, S.J., President, Ateneo de Manila.

Philippine Agricultural Congress-

Chairman, Dr. Adriano Hernandez, Director of Agriculture.

Philippine Provincial Governors Convention— Chairman, Mr. Honorio Ventura, Chief Executive Bureau.

American Legion, Far Eastern Posts-

Chairman, Major J. B. Findley, Cooper & Co.

Shriners Convention-

Chairman, Major Robert G. Gilmore, U. S. Army.

Press Convention-

Mr. F. J. Herier, Manager, Publicity Dept., Pacific Commercial Company. DECORATION, ILLUMINATION AND DISPLAY COM-MITTEE:

Chairman, Honorable Ramón Fernandez, Mayor of the City of Manila.

Tourists and Sight-Seeing Committee:

Chairman, Mr. J. W. Shannon, Travel Bureau, American Express Co.

#### ENTERTAINMENT COMMITTEE:

Chairman, Major H. Edmund Bullis, Secretary, Rotary Club.

#### TRANSPORTATION COMMITTEE:

Steamship, Mr. J. F. Marias, Agent U. S. Shipping Board.

Railway, Mr. E. J. Westerhouse, General Manager, Manila Railway Company.

Street Railway, Mr. J. C. Rockwell, Vice-President and General Manager, Manila Electric R. R. Co.

Vehicle, Mr. George R. Brown, Proprietor, N. & B Stables.

#### JOINT EDUCATIONAL COMMITTEE:

Chairman, Dr. Luther B. Bewley, Director, Bureau of Education.

Dr. Guy Potter Benton, President, University of the Philippines.

Rev. Francis X. A. Byrne, S.J., President, Ateneo de Manila.

#### PUBLIC WORKS COMMITTEE:

Chairman, Mr. José Paez, Director of Public Works.

#### PROVINCIAL AND MUNICIPAL COMMITTEE:

Chairman, Mr. Feliciano de Ocampo, Executive Bureau.

Member, Mr. Eutiquio Boyles, Assistant Director, Bureau of Non-Christian Tribes.

#### AGRICULTURAL PRODUCTION COMMITTEE:

Chairman Mr. Adriano Hernandez, Director of Agriculture.

LIVESTOCK, DOG AND POULTRY SHOW COM-

Chairman, Dr. F. G. Gearhart, Proprietor,

Livestock, Dr. Stanton Youngberg, Chief Veterinarian, Bureau of Agriculture.

Dog Show, Dr. E. S. D. Merchant, Veterinarian.

Poultry Show, Mr. Alfonso Tuason, Bureau of Agriculture.

#### PUBLIC HEALTH COMMITTEE:

Chairman, Dr. Vicente de Jesus, Director of Health.

#### PUBLIC WELFARE COMMITTEE:

Chairman, Dr. José Fabella, Public Welfare Commissioner.

#### RED CROSS COMMITTEE:

Chairman, Major Charles H. Magee, American Red Cross.

JOINT CIVIC COMMITTEE (composed of Chairmen of all Civic Committees).

HISTORICAL PAGEANT OF PROGRESS COMMITTEE: Chairman, Prof. Otto L. Beyer, University of the Philippines. ARMY PARTICIPATION COMMITTEE:

Chairman, Major J. C. Richardson, U. S. Army.

NAVAL PARTICIPATION COMMITTEE:

Chairman, Commander W. B. Izard, U. S. Navy.

#### MOTOR PARADE COMMITTEE:

Chairman, Bruce J. Miles, General Motors Export Co.

Captain Collins, U. S. Army.

AGRICULTURAL IMPLEMENTS DEMONSTRATION COMMITTEE:

Chairman, Mr. Adriano Hernandez, Director of Agriculture.

#### Typewriting Contest Committee:

Chairman, Mr. E. C. Ross, Johnson-Pickett Rope Co., (formerly Chief Examiner, Bureau of Civil Service.)

The importance and usefulness of the Carnival and Exposition depend entirely upon community co-operation and support. With that, its success is assured.

Arsenio N. Luz,

Director-General.

#### BUILDERS' SECTION

At a meeting of the Builders' Section of the American Chamber of Commerce on Monday, November 21, a letter from Mayor Fernandez in response to President Heath's letter of October 31, published in the November issue of the Journal, was read. The Mayor informed the Chamber that the proposed ordinance is intended only for reinforced concrete construction, which at present is not included in the Building Code. He considered it inadvisable to take up the revision of the Building Code in connection with the reinforced concrete ordinance. He also disagreed with the Chamber's suggestion that the committee be enlarged, but invited the Chamber to submit such suggestions as it might deem proper in connection with the proposed reinforced concrete ordinance. He further suggested that the Chamber appoint a committee to make specific recommendations regarding changes in the Building Code.

In the absence of C. G. Wrentmore, G. E. Schreiber acted as chairman. The others present were S. D. Rowlands, A. G. Hillbers, Wendell M. Butts, W. C. Dotson, F. E. Hedrick, A. E. Haley, W. J. Odom, O. F. Campbell, John Gordon, and G. H. Hayward.

A resolution introduced by Mr. Butts "that someone be appointed from the Builders' Section to interview the Mayor and explain to him what is desired and ask that a member of this Section be appointed a *liaison* member to work with the present committee on the reinforced concrete code" was passed. C. G. Wrentmore was selected to see the Mayor.

A resolution was also passed calling upon the Chamber to have an index of the whole Building Code and the ordinances that affect the Code, prepared.

# MISSING PAGE(S)

#### WHO IS SUPPORTING VILLAMIN?

The statement of the American Chamber of Commerce in Manila advising the American oublic not to invest capital in the Philippines unless and until a territorial form of government is established in that country is a brazen attempt to hoodwink and hold up the American neople with a tissue of inaccuracies and charlaranism; it is a shameless betraval of American sovereignty in the Philippines; it is contemptible meanness alongside the noble utterances of General Leonard Wood in his inaugural message as Governor-General: it is detrimental to business and disastrous to credit; it is an unmitigated and unprovoked insult to the Filipino people; it is a supinely stupid blackmail and ward blackguardism; it is a most ignorant bluff at once marking its authors as mentally intoxicated, morally atrophied and naturally tyrannical, unworthy and unfit to represent American manhood and American principles in the Philippines or elsewhere.

I am honored with the personal acquaintance of some of the real leaders of the American Chamber of Commerce, and if I am not sadly mistaken, these worthy gentlemen, together with every worthy man and woman, will condemn the action of that organization as palpably un-American, unfair and a tactical blunder.

I should be deeply mortified if by any chance there is anybody subscribing to the American Chamber of Commerce Statement supporting me for the Secretaryship of Commerce and Communications in the Philippine Government, and, if there be any such, I would ask him to withdraw his support forthwith.

(Sgd.) VICENTE VILLAMIN. New York City, Oct. 17, 1921.

The above screed was evoked by the following Associated Press dispatch, dated Manila, October 15, which appeared in all the leading papers of the United States on October 19:

"The American Chamber of Commerce today officially approved a cablegram sent by its officers to John S. Hord, the chamber's representative at Washington, advising against further investment of American capital in the Philippines until the permanent political status of the Islands is definitely settled. The cablegram said:

"'Give publicity to the fact that further American investment in the Philippines is unadvisable until the political status of the Islands is fixed as a territory of the United States.'

"This message brought a cabled protest from the Swift-Pardee Company, of New York, owners of the Manila street railway, deprecating 'authorization of propaganda in the United States against American investment of capital in the Philippines.'

"The reply of the American Chamber of Commerce to this cablegram was dispatched today to its Washington representative.

"'Political conditions in the Philippines,' the cablegram read, 'and individual and governmental antagonism to American investments after being made justify propaganda of noninvestment of American capital until the permanent political status of a territorial Government is obtained.

"'Business protection is possible only in the large business centers, Manila, Cebu, Iloilo, Zamboanga. The provinces no longer are available for American investment or business operation owing to lack of protection from political antagonism to American interests generated during the Harrison administration, which cause territorial government would eradicate. The American community is now fighting for fixed territorial status and asks support of a non-investment policy until the change can be effected."

## ASSOCIATE MEMBERSHIP INCREASING FAST

No less than 35 new associate members had been elected to the American Chamber of Commerce between November 1 and the time this issue went to press, a period of less than a month. The list of new Associate Members follows:

H. E. S. Thomas, 334 Herran, Manila.

Lt. Col. Gordon Johnston, Malacañan Palace, Manila.

Erick O. Erickson, P. O. Box 142, Zam-oanga.

Frank Walker Butler, P. O. Box 142, Zam-

Edward Allen Sibley, Bontoc, Mountain

William W. Hill, Silay, Occidental Negros. Charles Kocher, Silay, Occidental Negros.

F. J. Severance, Iloilo. C. A. Short, Iloilo.

Thomas N. Powell, Iloilo.

R. O. F. Mann, Iloilo.

Pedro A. Casanave, Iloilo.

Theodore Casanave, Iloilo.

William E. Greenbaum, Iloilo.

Edmund Block, Iloilo.

H. W. Russell, Iloilo.

Alva J. Hill, Iloilo.

Harry Heise, Iloilo.

Jackson Fleming, Iloilo.

Thomas J. Nihill, Iloilo.

Thomas J. Minni, 110110.

Harrison W. Lewis, Iloilo.

David Foster, Iloilo.

F. W. Totler, Iloilo.

George F. Abbott, Iloilo

William E. Gabelman, 1102 Castillejos, Manila. J. Truitt Maxwell, 16 Padre Faura, Manila. Robert Hill, 34 Escolta, Manila.

R. A. Heacock, 310 Kneedler Building, Manila. Richard Paradies, Cagayan, Misamis.

Frank Ross McCoy, Malacañan Palace, Manila

Guy Potter Benton, University of the Philippines, Manila.

George A. Peters, 227 Calle David, Manila. Philip Levy, 227 Calle David, Manila. Gilbert A. Nelson, 227 Calle David, Manila. A. J. Salcher, 1210 Calle Oregon, Manila.

#### LUNCHEON ADDRESSES

Miss Alice Embrey, dietitian of the Rockefeler Foundation at Peking, addressed the members of the Chamber at luncheon on Wednesday, November 2. Miss Embrey has come to the Philippines for the express purpose of evolving an economical and nourishing diet for the Filipinos. She spoke interestingly of the elements in foods, and laid particular stress upon the value of vitamines.

On Tuesday, November 15, the Chamber had the pleasure of listening to brief but interesting talks by members of a tourist party making an extensive business and pleasure trip through the Orient. S. L. Bateman, president of the Trans-Continental Freight Company, spoke on. traffic conditions in the United States. He pointed out that railroad rates are so high there that Manila or any Far Eastern port is as near to Chicago as are Des Moines or Omaha. Mr. Bateman, who has had many years of experience as a transportation expert, favored the granting of a subsidy to the merchant marine but feared that the labor interests would immediately ask for some corresponding favors were a subsidy granted. Latest indications, he stated, were to the effect that business in the United States is reviving.

P. J. Mills, president of the White Line Storage Company of Des Moines, Iowa, talked on the policy of the American Chamber of Commerce of the Philippines, pledging his own support and that of his friends in behalf of the Chamber's activities. He denied the report that most Americans at home desired independence for the Filipinos. Mr. Mills has a keen sense of humor and his sharp sallies from the serious evoked frequent gales of laughter.

A. E. Stevens, president of the Cope-Stevens Paper Company, of Detroit, was the last speaker. He urged the Chamber to conduct its propaganda with the Chambers of Commerce in the United States and pledged the support of the Detroit Chamber of Commerce, of which he is a member.

Following the luncheon, the visitors were informally entertained by the Round Table and furnished with considerable valuable information which they promised to use to advantage in the United States.

Arsenio Luz, Director of the Philippine Carnival of 1922, spoke at the luncheon of Wednesday, November 23. Mr. Luz brought a message of cooperation and good will. He assured the members of the Chamber that next year's Carnival, now in preparation, would be Everybody's Carnival, that no nationality or race would have any preference, and that, above all, it would be a Business Carnival, the commercial exhibits forming an outstanding feature. He invited the American business community to cooperate with him in making the Carnival a success.

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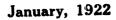
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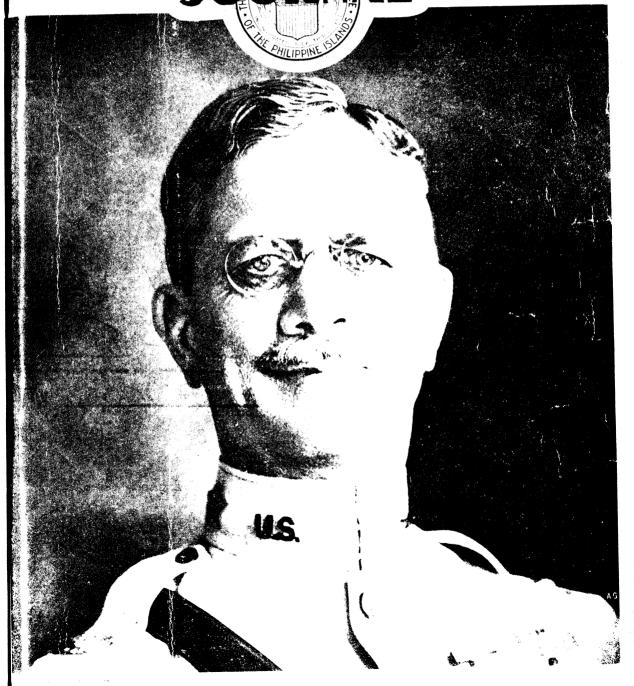
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Volume II, No. 1

# CHAMBER OF COMMERCE HOLLDNAL





MECHANICAL

# **ENGINEERS**

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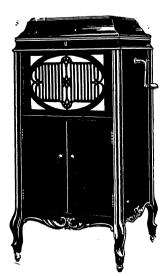
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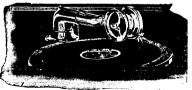
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## American Chamber of Commerce Journal

PUBLISHED MONTHLY

#### THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most adequately financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine American Chamber of Commerce and the Manila Chamber of

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## Prominent Americans in the Philippine Islands

#### JOHN R. WILSON

John R. Wilson, general merchant and shipping man, representing the Los Angeles-Pacific fine, was born in Webster City, Iowa, in 1875. At an early age he emigrated to Florida, engaging in the real estate and orange growing business, When the Spanish-American War broke out in 1898, he enlisted with the First Florida Volunteers and finally came to the Philippines that year with the 17th U. S. Infantry. Serving through the campaigns against Spain and the Insurrection, he was discharged in 1901, ioning the city of Manila staff under the City Assessor and Collector. His was the task of preparing the first real estate assessment in the city of Manila staff under the city of Manila under American administration.

When Governor General Taft took hold of things, Mr. Wilson organized the Land Registration office and served as ex-officio clerk of the ourt of land registration. Upon the reorganization of the government in 1905, he was ap-

pointed Assistant Director of Lands, which post he held until 1913, when he became a victim of the Harrisonian axe. Thomas Carey Welch was number one, Col. Henry B. McCoy number two, Capt. C. H. Sleeper number three, and John R. Wilson number four. He immediately assumed the general managership of the Agusan Coconut Development Corporation and also had charge of the affairs of the Visayan Refining Company in the early days of its organization. Since that time he has engaged in plantation, steamship and general merchandising activities. He is official Manila representative of the Los Angeles Chamber of Commerce and the first American to own his own home in the Philippines. Besides being an Active Member of the American Chamber of Commerce, he belongs to the Elks, Army and Navy, Baguio Country and Tiro al Blanco clubs.





#### GEORGE H. SEAVER

Col. George H. Seaver, ex-Rough Rider and Chief of Police, is now one of the most active and successful business men in Manila. From 1913 to 1917 he was Chief of Police of Manila, having come right up from the ranks. He then joined Uncle Sam's forces in the war, and in 1918 blossomed out as a full-fledged captain of industry. He is now president of the Hamilton-Brown Shoe Company of Manila, which he organized; president of the Standard Products Company; president of the Ilocos Asbestos Company; president of the Celebes Coconut Plantation Company; and director of the Philippine National Bank, the National Exchange Company and a number of other concerns. He is also a director of the American-European Y. M. C. A. and of the Municipal Golf Committee. He is an Elk, Shriner, and Knight Templar, besides being an Active Member of the American Chamber of Commerce.

Col. Seaver was born in St. Joseph, Missouri, in 1878. At the age of three his parents

took him to the Indian Territory. When the Spanish-American War broke out in 1898, he was Deputy United States Marshal for the northern district of the Indian Territory. He went to Cuba with Roosevelt's Rough Riders and was wounded in action at Santiago. The same year he came to the Philippines with the 33d U. S. Infantry, being made chief of the mounted detachment of Scouts in General Young's brigade in northern Luzon. In 1901 he was selected by his organization for assignment to the Metropolitan Police Force of Manila and steadily rose in rank until he was made chief in 1913. In 1917 he accepted a commission in the United States Army and went to the officers' training camp at Leon Springs, Texas, emerging as a major of cavalry. He immediately returned to the Philippines and was assigned to the Philippine National Guard, then under formation, as a colonel of infantry. When the armistice came, he returned to the United States Reserve with the rank of colonel.

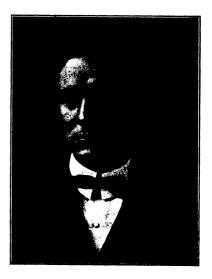
#### THOMAS J. WOLFF

Thomas J. Wolff, one of the live wires of Manila's younger business set, was born in Reading, Pennsylvania, in 1880. He first came to the Philippines with the Quartermaster Corps in 1899. Engaging in various enterprises, he founded the Sanitary Steam Laundry Company, the biggest concern of its kind in the Islands, of which he is president and general manager. He is also a director of the Philippine Coal Mining Company and the Ilocos Asbestos Products Company, and vice president of Isuan, Incorporated, mineral and aerated water manufacturers.

In 1917 he was appointed Director General of the Philippine Carnival, putting the big affair through to a successful conclusion. He is now second vice president of the Philippine

Carnival Association. During the late war he was commissioned a major in the Philippine National Guard, being mustered in with the same rank when the First Philippine Division, U. S. Army, was organized. Major Wolff married Miss Zella A. Archey in September, 1911.

A prominent Elk, he is District Deputy Grand Exalted Ruler of that order. He is also a 32nd degree Mason, a member of the Red Cross of Constantine, a Shriner, and a member of the Army and Navy, University, Manila Golf, Baguio Country, Polo, and Tiro al Blanco clubs. He is also on the executive committee of the Philippines Chapter of the American Red Cross and an Active Member of the American Chamber of Commerce.



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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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## FACTS THAT FIT



#### U. S. vs. GERMAN FOREIGN TRADE

From Transatlantic Trade, Official Organ of the American Chamber of Commerce of Berlin.

One branch after another of American foreign trade is being hard pressed on the world's markets. The last returns of export trade show a decided falling off. We are daily witnessing how the high value of the dollar works to the disadvantage marketing American goods abroad compared with those countries whose currency is abnormally low. We are being undersold in all the world's markets.

The United States and Germany are already deeply engaged in business with each other, and are at the same time competing with each other in the world's markets, and in South American markets the race for supremacy has become especially keen. To those looking for evidence of Germany's commercial rehabilitation, a survey of her present export activity is stonishingly reassuring.

Germany is working with the tremendous advantage of cheap, highly skilled labor, a detailed mowledge of what foreign buyers desire, and possesses the technical ability to produce the goods. With the exception of the knowledge of foreign markets, and low cost of production, the United States is undoubtedly equally well stuated. But Germany's trump card at present is her cheap labor. A field in which the United States and Germany are about to enter into keener competition concerns that of the watch and clock industry, especially the alarm clock. The most popular and best selling American types will soon be very considerably undersold by German manufacturers.

It is interesting to follow the developments which have led to this situation, especially the methods followed in America and Germany in the manufacture of alarm clocks. America the wheels, from solid steel shafts, each cog being faised out of the solid metal. This process was slow and costly and made watches and clocks expensive articles. Later on the American adustry adopted the hollow-gearing which steatly facilitated the process of manufacture and gave America the advantage over other countries. German industry recognized the advantage and also adopted the hollow gear, which consists of small drilled disks into which ttle steel pins are inserted to act as cogs. Germany entered the world's markets and competed successfully. Then, a few years ago, a new method was invented and adopted in America by which the hollow gears, instead of being fulled individually, were produced by an automatic spray casting process. This new method enabled America to produce in very large numbers, while Germany followed the old time-Tobbing method, but still she managed to com-Pete on the world's markets, principally in alarm clocks. In spite of the difference in methods, Germany is producing about 100,000 alarm clocks daily, and the American production at present is estimated about the same. But the chances of marketing them are not the same. German export trade is highly specialized, and she is making great efforts to maintain her alarm clock business. A report has reached the Association business. that a clock factory in Thuringia has succeeded in turning out an alarm clock for the export trade which will be sold 70% cheaper than the American "Big Ben". The factory claims to have large orders for this new clock, and it is planned to produce them by American methods manufacture. Even a high protective tariff in the United States cannot prevent the German "Big Een" alarm clock from "going off" in other

#### PEOPLE AND GOVERNMENT

By Andrew J. Peters Mayor of Boston

The people are going to get a government no better than their own standards and ideals. A stream can flow no higher than the spring from which it gets its source, and you cannot legislate a good government on to a people. You can make a form of charter or government so constituted as to allow a free and accurate expression of the people, but you must turn to the people themselves for the real ideals and standards of that government. It is to their hearts and their character that the government itself must look in the end for its standards.

#### PRESIDENT HARDING ON THE RACE OUESTION

(Extracts from his Birmingham, Ala., speech of October 26, 1921)

"Politically and economically there need be no occasion for great and permanent differentia-tion, provided on both sides there shall be recognition of the absolute divergence in things social and racial."

"Men of both races may well stand uncomplete the stand of control of cont

promisingly against every suggestion of social equality. This is not a question of social equality, but a question of recognizing a fundamental, eternal, inescapable difference.

'The black man should seek to be, and he should be encouraged to be, the best possible black man and not the best possible imitation of a white man.

"Our race problem here in the United States is only a phase of a race issue that the whole world confronts. Surely we shall gain nothing world confronts. Surely we shall gain nothing by blinking the facts, by refusing to give thought to them. That is not the American way of approaching such issues."

"I can say to you people of the South, both white and black, that the time has passed when

you are entitled to assume that this problem of races is peculiarly and particularly your problem. More and more it is becoming a problem of the North; more and more it is the problem of Africa, of South America, of the Pacific, of the South Seas, of the world. It is the problem of democracy everywhere, if we mean the things we say about democracy as the ideal political state."

#### THE INTERRELATION OF COLOR

By F. D. LUGARD in the Edinburgh Review (Quoted by President Harding)

Here, then, is the true conception of the interrelation of color-complete uniformity in ideals, absolute equality in the paths of knowledge and culture, equal opportunity for those who strive, equal admiration for those who achieve; in matters social and racial a separate path, each pursuing his own inherited tradi-tions, preserving his own race purity, and race pride; equality in things spiritual; agreed divergence in the physical and material.

#### PHILIPPINES FOR THE FILIPINOS

WILLIAM H. TAFT August 11, 1905, Manila.

The policy which I had the honor to formulate and declare in these Islands—"the Phil-

#### HOOVER FAVORS MANILA PORT DEVELOPMENT

Letter from the Secretary of Commerce to Justice Malcolm of the Philippine Supreme Court

#### By HERBERT HOOVER

It is hardly necessary for me to assure you that the Department of Commerce has a very real interest in the commercial future of the Phil-ippines. We all feel that the policy of making Manila the entrepot of American trade in the Orient should be strengthened under the present ordent should be strengthened under the present conditions. Manila lies within a radius of seven-teen hundred miles of all the large commercial centers of the Orient. With adequate shipping and banking facilities it would be an ideal point for the accumulation of stocks of American goods for distribution to Far Eastern markets.

In order to realize this ideal, however, several this are necessary. American business men must have adequate facilities for trans-shipment and for financing and sales. The provisions in the proposed tax law exempting Americans doing business abroad from federal income tax should certainly be made applicable to Americans doing business in the Philippines just as the British exemption is based on the Hongkong ordinances, even though Hongkong is a crown colony in the British Empire.

As you perhaps have heard, we have recently established at Manila a district office of the Bureau of Foreign and Domestic Commerce. In doing this we had in mind furnishing American business men the same service that is furnished business men in the United States, with the additional important function of maintaining a wide outlook for American opportunities in the Far East. The Department has already had some little part in promoting the development of the port facilities of Manila through Trade Commissioner Paul Page Whitham, and has also consistently advocated that Manila be made a free port and placed on a basis at least as favor-able as that of Hongkong for the trans-shipment of merchandise. We are also interested in the development of the Philippines as a supplier of such raw materials as rubber, copra, sugar, etc., and, with this in view, have advocated some amendment of the Philippine land law which would permit larger holdings for American capital as well as an arrangement for a larger labor supply, although the latter point admittedly offers some very difficult problems. It is undesirable from every point of view that the fertile lands of the Philippines should remain undeveloped while America draws so heavily upon other Far Eastern sources for raw material.

In many ways the Philippines are the keystone of our commercial policy in the Far East and it will be a difficult matter to settle upon a constructive program for developing our Far Eastern trade until a definite policy has been arrived at with regard to future commercial relations between the Philippines and the United States.

I hope that you and your associates and business friends in Manila will feel free to make suggestions that will help the Department to bring closer together the business men of America and the Philippines.

ippines for the Filipinos"-continues to be the policy of this administration, and anyone who does not subscribe to it ought not to continue in its employ.

# 1022 million account of the control of the control

# A New Year's Resolution

### ONE THAT WILL NOT BE BROKEN!

To improve, if possible, the service that we have given our customers in 1921. To make everyone that deals with us a satisfied customer. To give you such good attention that you will tell your friends of the treatment you have received. To build a bigger business by providing those little extra courtesies that you can only receive by dealing with the Manila Tire & Rubber Co.

This is our determined resolution for the year 1922.

We wish our Friends and Patrons a Happy and Prosperous 1922

# The Manila Tire & Rubber Co.

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### The American Merchant Marine

An Analysis of the Task Before the American People

By ALBERT D. LASKER

Chairman, United States Shipping Board

(Address delivered at a luncheon given by the Associated Advertising Clubs of the World, New York City, October 5, 1921. This was Mr. Lasker's first public address since his appointment to the Shipping Board. It is particularly timely in view of the agitation against the extension of the U.S. coastwise laws to the Philippines.)

Until there is an awakened consciousness on the part of all citizens of America that economic stability is dependent on the disposal of our surplus wares and products in world markets, there can never be an American merchant marine.

Until the farmer in Kansas, the industrial worker in Indiana, the miner in Arizona, realize that the regularity and volume of their daily wage is, in a measure, as dependent on the stablishment of an American merchant marine as is the continuity of employment and the wage of the dock worker in Baltimore or San Francisco, there can be no assured hope that the flag of the United States will be maintained as it should be on the seven seas. Sound eco-nomics accept as fundamental that national prosperity is based on continuity of employment at wages consonant with American standards of living.

### SURPLUS DEMANDS WORLD MARKET

When surpluses accumulate, prices are demo-alized and employment ends until the excess las been consumed.

As long as America had a virgin empire to aplore and develop, the need generally for world markets to consume surpluses was not pressing. In our beginning, with thirteen sates, a narrow strip along the Atlantic, we were a seafaring nation; and immediately after the war of 1812, under wise protective laws, the American flag floated proudest of all on the sate Reginning with the period of forty nine. seas. Beginning with the period of forty-nine, the opportunity for wealth in our uncharted undeveloped central and western empire challenged the imagination of America's youth, and the lure of salt water gave place to the call of the unclaimed riches that awaited the overland emigrant.

But, today, with forty-eight states, well populated with over 105,000,000 people; with world conditions changed by the great war;
America, which, during the period of the conquering of its empire, was a self-consuming
and self-sufficient nation by and large, now finds itself once more, if employment is to be general, with permanent surpluses which can only find outlet on the ocean.

### NEED FOR MERCHANT MARINE

Generally speaking, the last ten per cent of production makes the market and it is this last ten per cent that we must insure disposal of to customers in foreign lands. Except with a merchant marine under our own control there

can be no assurance of these essential markets. When the Boer war came, Britain withdrew her ships from our trade, because she had need of them to carry her own armies and her own

### THE HOSTILE FORCES

There are those who, for myriad reasons, do not wish the status quo changed. Unfortunately, there are possibly American owners who, feeling secure in conditions as they exist and which have inured and can inure to the benefit of only a few, of whom they form part, self-ishly cannot see unbiasedly the greater picture of a greater American merchant marine and are loath to aid in bringing about any greatly changed conditions.

Obviously, we cannot gain trade on the seas without displacing the existing trade enjoyed by foreign ships. And these foreigners are ever at work, silently but surely, in their own national interest, for which we cannot blame them, to undermine possibility of an American merchant marine. The Jones bill must be given life by the present board. These hostile forces from within and without, sowing seeds of discord and distrust, must be met and vanquished.—Chairman Lasker of the Shipping Board.

supplies to the scene of battle. Had we then the need of world trade which we have today, America would have suffered indeed. The lack of ships for American trade in 1915 is too fresh in our memory to need stressing.

Napoleon said, "An army travels on its belly." This, too, is true of the navy. We have today the second largest navy in the world. And who can promise that in the next war we can call on allies for the bottoms needed to transport our army and feed and supply it and our navy? So, from the standpoint of peace, or the standpoint of war, America's stability calls for the insurance of a merchant marine. Thus, an interest in the problem and a sacrifice for its successful fruition becomes as important to the inland dweller as to the coastal popula-

Sixteen weeks ago today the present United States Shipping Board took the oath of office and entered upon the stupendous task assigned This child of war's necessity had grown to huge proportions under such conditions as to present to the new board a task so tremendous that no one not directly associated with it can have a remote comprehension of its magnitude.

### TASK FACING SHIPPING BOARD

These sixteen weeks of strenuous endeavor have accomplished only a mere beginning, but a real beginning, of the foundation upon which a substantial structure of accomplishment, we hope, may, in good time, be erected. In June last the overhead shore organization of the board and the Emergency Fleet Corporation consisted of some 8300 people, at an annual salary expense of nearly \$16,000,000, but in spite of this huge organization it was necessary. spite of this huge organization it was necessary for the present board to call into being an entirely new body of executives to handle the work that it found awaiting it.

As the summer passed, it became necessary As the summer passed, it became necessary to go to Congress for more funds, no appropriation having been voted for the current fiscal year to the old board. The urgent deficiency bill carried \$48,500,000, which was given to the board and the Fleet Corporation for the purpose of meeting current expenses. In addition, the board had already been voted \$25,000,000 to finish the last of the ships under construction and was permitted to use \$55,000. construction and was permitted to use \$55,000,-000 more for its current expenses, providing that it could find such sum or any part thereof from the liquidation of its assets. At the mo-ment it would appear impossible, without an unconscionable sacrifice of assets, to realize any material part of this \$55,000,000 within the immediate reasonable future.

### NO FINANCIAL STATEMENT

The new board found no financial statements of the condition of the board, either as to capital expenditures or operating history, which any business or business man could use as a guide. The accounting system that started with the operation of ships had simply collapsed and the new board's immediate problem was to create a system of accounting that would truly mirror the business of the corporation.

To build such an accounting and financial system on the shattered fragments that we found awaiting us was a task in itself to challenge the ingenuity of any organization. After sixteen weeks we find ourselves with the framework of our human organization (accounting, operating, financial, legal and liquidation) practically completed.

### CUTTING OVERHEAD

With its new and, what is considered in some With its new and, what is considered in some quarters, high-priced additions, the salary roll of nearly \$16,000,000 of June last has decreased to approximately \$12,000,000, and the number of employes represented by this pay roll to less than 6000. Financial reports are beginning to come in. On September 23 we had our cash statement as of August 31, the second cash statement that it has been possible for the new board to have since it took office.

On the same date our operating account for the month of August was presented, and three weeks ago the result of the inventory of all of the Shipping Board's materials and supplies (not including plants, ships or accounts) was available for the consideration of the board and for the adoption of a policy for liquidation. The reorganization of the various departments and offices is proceeding apace and it is hoped that results accomplished in months to come will show a satisfactory progress toward a plan of respectable operating ethiciency, limited by the handicaps surrounding American shipping in general and government operation in particular.

### AMERICA'S MERCHANT FLEET

The American nation today finds itself in possession of a fleet of 1450 ocean-going steel ships of approximately 10,500,000 deadweight tons, not to mention a fleet of 10 ferro-concrete vessels of over 60,000 tons, and a wooden fleet of 285 ships of 1,000,000 deadweight tons. For practical purposes we need only consider the steel fleet, as the concrete and wooden ships will be eradicated.

Of these, nearly 1500 steel steamers, we may say, in round figures, that one-third of the number, comprising nearly one-half of the tonnage in deadweight, are excellent commercial vessels, one-third are fair commercial vessels and the balance for all practical purposes are a total loss save for what salvage can be gotten out of them through ultimate sale or conversion, either in this country or abroad.

The reason that half the steel tonnage owned by the government rates from fair to not usable is that in the stress of war there was necessarily constructed whatever type of ship could be most expeditiously built, regardless of its ultimate commercial value in times of peace. To briefly illuminate why one-third of these ships were classed as not commercially practicable, in order to get the maximum production of war tonnage, some 300 ships were built in the yards of the Great Lakes. To bring these vessels to salt water, they must pass through the Welland Canal, the size of whose locks determine the size of these lake-built vessels. Most of these cannot be used on the Lakes, because they were built for sea service and do not meet fresh-water needs. Most of them are too uneconomical for ocean carriers to meet the competition of peace-time trade.

### Cost of Construction

The cost of the construction of this fleet and its operation up to the present time is about \$3,500,000,000, the total expenditure for all purposes. If the whole \$3,500,000,000 were written off today and the fleet carried as a total loss, this greatest of the government's war operations would not owe the American people one penny. Unfortunately, the billion dollars or more expended on airplanes performed no service at all in the war, but who can say, of the major factors, which was the determining one in bringing the war to its successful conclusion? Certainly there were several major factors, first of which was our valiant army itself, but none of the major factors counted more than the government's fleet.

True, most of this fleet was not finished until after the war's end, but Germany, knowing that the ships were to immediately come out of the yards, realized that she was fighting a losing game. The allies and America used their ships more profligately because they knew replacement was at hand. So that, potentially, the vast share of the fleet that was not finished until after the war really played a dominating feature in hastening the final decision.

### FOREIGN TRADE CARRIED

Nor could our upwards of \$20,000,000,000 worth of foreign trade have been carried on in the years between the armistice and the present had not this fleet been in existence. It was because of this fleet that we were able to move

the enormous volume of American manufacture and raw materials at a time when there was a shortage of world tonnage. It was because of these ships that our factories, farms and mines were able to operate at top speed when the boys returning from the front were seeking employment. How serious would have been the situation had today's liquidation been in process when the country was called on to absorb into its economic life the 4,000,000 men who had so sacrificially borne arms in the world's great war.

So today we are left with this great fleet—many times the largest that has ever responded to the orders of a single owner—and the great question that confronts the Shipping Board, the problem toward which all of its organizing efforts have, so far, been directed, is the problem of the future of its vessels and of America upon the seas. For, in the successful operation of these vessels, lies the immediate hope of the establishment of an American merchant marine, and in an established American merchant marine lies our only assured hope of world trade, which means prosperity and happiness for America.

The fleet, under the control of the Shipping Board, which has been built and operated at a cost to the government's treasury of \$3,500,000,000, will no longer be an irksome burden to the taxpayer. The building program is practically finished. Only such ships are being completed as are cheaper to finish than to scrap. The \$25,000,000 appropriation from Congress, with possibly \$5,000,000 more, will, by the end of this year, see the last of the government-owned fleet ready for operation.

### TYING UP TONNAGE

The Shipping Board has steadily been tying up tonnage, primarily to stop its own losses, which has incidentally resulted in permitting continued operations by private owners, who could not run in competition with the government (even were the government willing) during the present world depression. It is the board's duty to see that the utmost tonnage possible is being carried at this time under the American flag, but it is also its duty to see that private operators are fostered and that the government's loss is minimized.

We believe we have our losses checked and hope to require not more than \$5,000,000 a month for operations from now until the end of the government's fiscal year, June 30 next. Five million dollars a month is a huge sum, but small compared to keeping alive an organization with \$3,500,000,000 invested and operating and developing essential strategic trade routes, which must necessarily be run at a loss under the present trying conditions of world carrying trade. We cannot but believe that if we can produce a constructive policy, the taxpayer, hard pressed though he is, will not only approve of the continued operation at the present cost, but applaud same, in comparison to the previous loss entailed.

### Liquidation

The liquidation of the \$3,500,000,000 of the corporation's assets will, at any time, realize but a fraction of the original cost, because the fleet was built with understandable waste and high expense during war pressure. The money loss in liquidation need not be considered, since it has already been written off in the cost of the war and, as here outlined, served a function in full value.

What remains, though, are the ships—potentially one of the greatest assets America has to insure its economic future, which means to insure the pursuit of happiness by its people.

What then are the problems that must be met to permit these ships to pass into hands of private owners, to be sponsored under the initiative and energy of private ownership? What are the problems that stand in the way of the operations of American ships privately owned? What are the problems that stand in the way of an assured American merchant marine? Permit us to inventory America's

future on the seas, at this time when world shipping conditions in general, and America's in particular, are at the lowest ebb, in proportion to existing tonnage, possibly ever know: in the history of seafaring man under econom conditions.

### WORLD TONNAGE

When the tonnage of vessels now building throughout the world is completed, there will be afloat an increase of nearly one-third, as compared to the existing pre-war tonnage. True, abroad, as well as in this country, many war-built ships are now regarded as useless. This is even true of Britain, considered the foremost of shipbuilding nations. However, the effectiveness of ships today has not yet returned to pre-war standards. Disarrangement of trade routes, resulting in longer average voyages, is a factor that tends to counteracthis excess, which is, however, vastly exceeded by the enormous dropping off in foreign trade.

The best estimate available today shows that in 1921, in tons of ocean freight, perhaps 60 per cent as much is moving as in 1913. Granting the premise that the last 10 or 15 per cent of trade makes or demoralizes the market, the possible 40 per cent deficit in ocean trade existing today eloquently speaks for itself.

### OCEAN FREIGHT MARKET

As a result of this decrease in trade and to increase in ships since May, 1920, freights hat fallen off and, as cargoes ceased to be availably vessel after vessel has been tied up, until no an amount of tonnage which practically reposents the total visible excess of some 20,000, (deadweight tons hangs over the ocean-carryi, market, which will prevent an increase in freight to a remunerative basis for a longer time after trade improvement sets in. Half of this ton tage will never turn a wheel again, being unfit for profitable peace-time operations.

It is interesting to note that America is not alone stricken, as more than half of the laid-up tonnage fly foreign flags. Obviously, the nations who, for centuries, have been building trade routes, with generations of good will behind them, will feel the depression in much smaller measure than does our vast new American enterprise.

### SHIP VALUES

Because of the existing excess of tonnage, I values of bottoms have so dropped that tincharters today are one-eighth of the going rate in the third quater of 1919. A 10,000-ton little over \$11,000 per month, as against \$100,000 when charter hire was at its height. In the face of these low rates the American owner finds himself confronted by the keenest of foreign competition, with the handicaps of higher wages, expensive victualing, and severe legislative requirements. Who will question, that American living standards should be maintained on the seas as on the land, but to be maintained they must be paid for and the difference between American and foreign standards must somehow be met.

American ships cost more to build than foreign ships, because of higher American standards of living and, therefore, higher American wages. No American merchant marine can be created with ships operated under the American flag but built in foreign yards. Domestic shipyards are as necessary to a merchant marine as the ships themselves, because, in case of need for tonnage when other nations could not or would not supply us, we might find ourselves with a woefully unbalanced fleet and, in time of war, without facilities for replacements and repairs.

### AMERICAN OPERATION

Therefore, from the standpoint of operation and original cost, with all it entails, America's new, young merchant marine is under financial handicaps of a major nature. Added to that, the sea routes of the world are controlled by other nations. Wherefore, we must spend, as every new business must spend, the moneys to get our share of the trade enjoyed by others. We

thus face to face with the question, What just be done that the American flag may not ally be kept flying on the seven seas, but that merica may take the place on the seas that reeds of world commerce and her position mand?

The merchant marine act of 1920, generally nown as the Jones bill, has as its preamble angine charta for America on the seas unsurassed in the annals of our country's legislation:

"Be it enacted by the Senate and House of Representatives of the United States of America Congress assembled, That it is necessary for the national defense and for the proper growth its foreign and domestic commerce that the finited States shall have a merchant marine the best equipped and most suitable types vessels sufficient to carry the greater portion fits commerce and serve as a naval or military ixiliary in time of war or national emergency, timately to be owned and operated privately y citizens of the United States; and it is hereby leclared to be the policy of the United States to do whatever may be necessary to develop and encourage the maintenance of such a nerchant marine, and, in so far as may not e inconsistent with the express provisions of his act, the United States Shipping Board shall, in the disposition of vessels and shipping property s hereinafter provided, in the making of nd regulations, and in the administration of shipping laws, keep always in view this pose and object as the primary end to be ained."

### ADMINISTRATION ATTITUDE

ine Congress that passed this legislation was stoughly conversant with the handicaps to merican ocean trade. President Harding was rember of the committee that framed it and the more inspiringly co-operated than he did it is my privilege here to announce and confirm that the same inspiration which guided him in his work on this bill as a Senator, lives with him as President. His interest in the successful application of the Jones bill and the stablishment of the American merchant marine has increased from the time of the framing of the bill until today, as his responsibilities have the market of the president. No living more whole-heartedly and deter-

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living more whole-neartedly and deterily calls for a permanent policy for Amershipping than President Harding. No man chant marine commensurate with American als than President Harding. It is the inspiran and determination of President Harding at give heart to the Shipping Board to carry is great burdens it bears.

Senator Jones, whose name the merchant marine act of 1920 bears, will live immortal in our sea history.

It is unfortunate that because of intervening moditions it is only now, sixteen months after he Jones bill became law, that there exists a hipping Board which for the first time is ready o consider the great questions of policy and he mandates contained in that legislation, in the application of which may lie the ultimate life or death of America upon the seas.

### THE JONES ACT

The Jones act was obviously framed with the recognition that, because of conditions surrounding American sea carrying which we have covered, no American merchant marine could be established without extraneous assistance being created for its benefit. The Jones bill provides for the creation of what is hoped will be such extraneous assistance. For instance, it provides that American mail shall be carried in American ships, thereby giving American tonnage the benefit of revenues accruing from Dostal service originating in this country; it provides for through preferential rates on rail-toads, to be allowed only when property or passengers are carried in American vessels; it provides for the abrogation of treaties restricting America's right to impose discriminating customs duties and tonnage dues.

It was the thought and hope of the framers of the Jones bill that the application of these three major and several other minor provisions would render American tonnage such extraneous assistance as to increase their earning capacitys os as to enable our merchant marine to cope with foreign competition, in spite of its higher original cost and subsequent greater cost of operations. The existence of these laws and mandates in the Jones act is only the forerunner of what must be done to bring their application into being. Until this time there has not existed, as is well known, a fully constituted Shipping Board with the organization to study the applications of the provisions of the Jones act. A wrong application of these provisions, instead of building an American merchant marine, may destroy it. The right application, it is hoped, will insure the end so much to be desired.

### SHIPPING BOARD RESPONSIBILITIES

The present Shipping Board has three great responsibilities: first, the operation of the fleet which it inherited, pending its sale to private owners; second, the liquidation of its assets; and third, but far most important of all, the application of the Jones act.

That it might devote itself intelligently and inspiredly to the Jones act, the first sixteen weeks of the existence of the present Shipping Board have been spent in building an organization to operate the fleet and liquidate its materials. This, in itself, is a stupendous task, but is one which we feel is on the high road to ultimate accomplishment. And thus now for the first time a United States Shipping Board finds itself positioned to study and apply the great charter given it by the merchant marine act of 1920.

### NEXT FOUR MONTHS

That study and collateral work necessary to the same must perforce occupy a considerable span of time. But if in the next sixteen weeks the Shipping Board can make as much progress in this greater problem of the study and application of the Jones act as it has made in the past sixteen weeks in the operation and liquidation of its physical assets, it will have accomplished what its most ardent well-wishers dared not hope for. Seemingly insurmountable obstacles must be met.

There are those who, for myriad reasons, do not wish the status quo changed. Unfortunately, there are possibly American owners who, feeling secure in conditions as they exist and which have inured and can inure to the benefit only of a few, of whom they form part, selfishly cannot see unbiasedly the greater picture of a greater American merchant marine and are loath to aid in bringing about any greatly changed conditions.

Obviously, we cannot gain trade on the seas without displacing the existing trade enjoyed by foreign ships. And these foreigners are ever at work, silently but surely, in their own national interest, for which we cannot blame them, to undermine possibility of an American merchant marine. The Jones bill must be given life by the present board. These hostile forces from within and without, sowing seeds of discord and distrust, must be met and vanquished.

### No "MAGIC WAND STUFF"

Such an accomplishment cannot be realized, as President Harding has said, "by the waving of a magic wand." Those who are truly interested in the winning of the seas to America, in their impatience are crying aloud for results faster than they can be brought about, and, unwittingly, are the aiders and abettors to those who would destroy the possibility of an American merchant marine.

The Shipping Board, inheritors of a warbuilt business with all its consequent weaknesses; the Shipping Board, with all the opportunities for statesmanship which have been put on it by the Jones act, begs the patient indulgence of the country while it does the foundation work necessary to bring the Jones act into life. And if that confidence is lacking, or, if impatience from any quarters does not give opportunity to the Shipping Board to build truly and soundly, then is America's economic life on the seas, for the next generation, dark indeed.

### AMERICA MUST REALIZE SHIPMINDEDNESS

For America, self-contained and self-sufficient while it was conquering an empire of magic wealth, finds tiself now approaching the time of vast surpluses which must be sent out into the lands of the worlds beyond the seas, if employment at home and maintenance and stabilization of domestic prices are to exist. We cannot rely on foreign bottoms to carry this surplus, for the foreign bottoms necessarily are owned by those nations which have the foreign trade, and when they find our competition pressing the most they will also find reasons and conditions not to give us the bottoms necessary to carry our commerce.

### SCHEDULE OF MEETINGS

Tuesday, January 3, at 4 p. m.:—Board of Directors.

Tuesday, January 10, at 4 p. m.:—Board of Directors

Wednesday, January 11, at 1 p. m.:—Active and Associate members with Board of Directors.

Tuesday, January 17, at 4 p. m.:—Board of Directors.

Tuesday, January 24, at 4 p. m.:—Board of Directors.

Wednesday, January 25, at 1 p. m.:—Active and Associate members with Board of Directors.

Saturday, January 28, at 4 p. m.:—Annual

Tuesday, January 31, at 4 p. m.:—Board of Directors.

Tuesday, February 7, at 4 p. m.:—Board of Directors.

Wednesday, February 8, at 1 p. m.:—Active and Associate members with Board of Directors.

### BUSINESS IS BUSINESS

Berton Braley in The Nation's Business

"BUSINESS is Business," the Little Man said, "A battle where 'everything goes,'

Where the only gospel is 'get ahead,' And never spare friends or foes;

'Slay or be slain,' is the slogan cold, You must struggle and slash and tear, For Business is Business, a fight for gold, Where all that you do is fair!''

"BUSINESS is Business," the Big Man said, "A battle to make of earth,

A place to yield us more wine and bread, More pleasure and joy and mirth;

There are still some bandits and buccaneers
Who are jungle-bred beasts of trade,

But their number dwindles with passing years And dead is the code they made!"

"BUSINESS is Business," the Big Man said, "But it's something more, far more; For it makes sweet gardens of deserts dead,

And cities it built now roar.

Where once the deer and the grey wolf ran

From the pioneer's swift advance; Business is Magic that toils for man; Business is True Romance.

"And those who make it a ruthless fight

Have only themselves to blame
If they feel no whit of the keen delight

In playing the Bigger Game,
The game that calls on the heart and head,
The best of man's strength and nerve;

"Business is Business," the Big Man said,
"And that Business is to serve!"

### THE EMPLOYMENT PROBLEM IN THE PHILIPPINES

By STANLEY ROSEDALE

Manager, Philippine Agency, International Correspondence Schools

An important and often exasperating problem of the average American business man is the "how" of getting satisfactory service from the employes in his store, office, factory, or shop. The subject is timely—although it is an old and familiar comedy or tragedy as you happen to view it—for business is beginning to show signs of "coming to life" again. Soon there will be new faces behind your counters, in your offices, operating machines in your factories and shops, keeping your books, and selling your goods. Will you put them on your payroll because they are "likely looking chaps," because they have been recommended by a friend (who should know better), or just because you happen to need additional "help?" Will you go on swearing about them and continue thinking of costs, profits, loans at the bank, and exchange; or will you think of your employes as you think of your business—in constructive terms?

While by no means an authority on this subject, the writer has, nevertheless, been able to obtain a gratifying measure of success in solving the employment problem for his firm—a business involving practically every problem of office management, aggravated by an extremely complicated internal system. The satisfactory results obtained are largely due to the application, in a modified form of course, of principles and methods that stood the test of experience of many progressive employers in the United States.

The writer does not presume to offer a ready-to-use cure-all; nor does he wish to foster his opinions and conclusions on business men perhaps better acquainted with local conditions; he hopes, however, that in his experience and observations you may find a worth-while suggestion or two that will bring you nearer the solution of your own employment problem, if, indeed, it is a problem to you.

The writer believes that the solution of this problem in the Philippines, in the main, lies in: first, proper selection; second, thorough training; and third, careful handling of old and new employes.

### SELECTION OF EMPLOYES

In a country undergoing tremendous changes in thinking and living habits—habits that are as yet far from being fixed—and where the employer must, to a large extent, depend on native assistants, haphazard "hiring" is a "policy" often fraught with danger. Even careful selection in accordance with the requirements of the job is often insufficient. The employer must, above all, consider the temperamental differences of an Asiatic people on whom a certain amount of Western culture has been grafted more or less indifferently. Temperament, by the way, according to Fosbroke, represents the predominating tendency of an individual toward a certain and usual attitude, both mental and physical, in relation to people and things. In other words, temperament is that individual peculiarity of physical organization by which the manner of thinking of every person is permanently affected.

It is obvious that since your employes are men and women capable of thought and voluntary action and not machines, their inherent capacities, their mental processes, their attitude toward their work—their temperament, in a word—is the most important point to consider in finding the right man for the right place.

To the modern employment manager temperamental differences are of greater importance than skill, dexterity, training, experience, etc., for he knows that the applicant's efficiency as an employe depends largely on inherent tendencies as shown by his temperament. From

experience and through observation and study he has developed a highly efficient system of classifying employes temperamentally, which has, in many cases, produced remarkable results. The writer has been able to adapt to local conditions certain parts, principles and methods embodied in this system with gratifying results. Knowing that certain physical characteristics invariably indicate certain mental traits, he has adopted and modified a classification of applicants for positions by temperaments, which has successfully passed the test of his experience; hopes that others will find this classification equally serviceable and satisfactory.

CLASSIFICATION OF TYPES BY TEMPERAMENTS

- I. The Mental. Where the mental force clearly predominates.
  - a. Physical Characteristics: Slight form, large head, fine features; hair scant and skin of delicate texture; lacking in physical endurance.
  - b. Mental Characteristics: Quick comprehension; ability to assimilate knowledge; refined tastes and possible love of literature, art, or science; nervous, irritable; supersensitive; over-cautious; lacking in self-confidence.
- II. The Mental-Physical. Where there is only a slight predominance of mental force.
  - a. Physical Characteristics: Well-developed head, good forchead; strong, wellformed features; well-built, muscular body; healthy skin and good color; strong growth of hair.
  - b. Mental Characteristics: All of the best of the mental temperament and a strong desire for action and accomplishment; good judgment; strong will; self-confidence; fine memory; powers of analysis and synthesis; quick in thought; strong emotions well controlled; firm in decision and quick in action. An uncommon type.

III. The Physical-Mental. Where physical force is slightly in the lead.

- a. Physical Characteristics: Head short, forehead tends to squareness; head flat on top tending to fullness in the back; greater breadth behind and in front of the ears; heavier chin and jaw; endurance.
- b. Mental Characteristics: Mental force subordinate. This type tends to occupations where physical strength is requisite, but a fair degree of mentality is needed. Slow in thought, strong in passions, lacking in firm decision; little imagination; slow in action; obstinate and lacking in adaptability.
- IV. The Physical. Where physical force and nature hold sway.
  - a. Physical Characteristics: Head low in crown, wide through center; back head and neck strongly developed; features coarse; muscle flabby; abdomen large.
     b. Mental Characteristics: Similar to phys-
  - Mental Characteristics: Similar to physical-mental temperament, but exaggerated; love of ease and comfort; physical appetites govern.

### GENERAL QUALIFICATIONS

By means of this classification you will know that the applicant showing physical characteristics of the mental type of temperament will be most efficient in work requiring mental activity almost exclusively. Lacking physical endurance, he will be miserable in any other work, and therefore inefficient. His quick compre-

hension and ability to assimilate knowledge make him suitable for translating, research work of all kinds, library work, teaching, etc. He should be given mental work which requires little or no contact with other workers or customers, for he is usually nervous, irritable, and lacks self-confidence.

An applicant displaying physical characteristics of the mental-physical type of temperament combines the mental capacity of the former with more perfect self-control, self-confidence and a strong desire for physical activity. Such applicants are suitable for positions of more or less authority, where quick decision and action, good judgment, and quick thinking are necessary. They also make good salesmen, foremen, chauffeurs, engineers, etc., and usually require little supervision because of their love of activity of all kinds.

Those of the physical-mental type of temperament are suitable for employment requiring physical endurance, and where a low grade of mentality is sufficient. They are suitable for minor positions in offices, as skilled workmen, factory and farm workers, etc. As a rule, they prefer outdoor work and are most efficient in it.

The most inefficient employes are those possessing the physical characteristics of the physical type of temperament, for they dislike effort of any kind and avoid it whenever possible. For this reason they require a great deal of supervision unless they are employed at work catering to physical appetites, which they enjoy and in which they are most efficient. They make good bartenders, grocery clerks, waiters, bakers, etc., but are otherwise undesirable.

### THE "VARIABLES"

The modern employment manager, however, does not stop at classifying temperament alone; he goes further and classifies temperaments by types and eliminates the unfit by testing all with the so-called nine "variables," the most important of which are color, form, proportion, expression and condition. In an article of this kind it is neither necessary nor possible to become immersed in the depths of character analysis. Those interested in this subject can easily obtain sufficient information elsewhere, for numerous books have been written on the subject, and will, no doubt, continue to be written. Dr. Katherine Blackford, the chief exponent of this new science, has written several interesting books on character analysis and is now offering through the Independent Corporation of New York a correspondence course in this extremely interesting subject.

Ability to classify applicants for positions by their temperaments, while limited in scope, should nevertheless be of value to you as an employer in the Philippines. It will enable you to determine whether or not a particular applicant will learn his work quickly or slowly; whether or not he will be interested in the work rather than in the pay envelope; whether or not he has the power of sustained effort; whether or not he can grasp an idea quickly, or must be painstakingly instructed time and again; whether or nor he is self-controlled or emotional, stubborn or tractable; and many other traits and characteristics directly bearing upon his desirability as an employe.

Add to this a clear insight, from your own experience, of the requirements of the job to be filled, such as, skill, dexterity, specialized training, strength, age, sex, etc., and you will hire employes, capable of development and growth provided you train and handle them properly.

(To be continued.)

# APPLICATION OF THE U. S. COASTWISE LAWS TO THE PHILIPPINE ISLANDS

By THE EDITOR

On February 1 of this year the coastwise laws of the United States as applied to shipping will take effect in the Philippine Islands, proded the President of the United States declares by proclamation that an adequate shipping grvice has been established for the freight and passenger needs of American trade with the Philippine Islands. In view of the fact that bundreds of steel and wooden ships lie idle at the principal ports of the United States and are instantly available for Philippine service, there is no uneasy apprehension as to adequate service being obtainable. There are plenty of ships available and there is no lack of shipping oncerns ready to operate them in the Philippine trade.

### THE MERCHANT MARINE ACT

Let us first examine the provisions of the Merchant Marine act of 1920, known as the Jones Bill, extending the American coastwise laws to these Islands. They are contained in section 21 and read as follows:

Sec. 21.—That from and after Feb. 1st, 1922, the coastwise laws of the United States shall extend to the Island Territories and possessions of the United States not now covered thereby, and the board (shipping board) is directed prior to the expiration of such year to have established adequate steamship service at reasonable rates to accommodate the commerce and the passenger travel of said islands and to maintain and operate such service until it can be taken over and operated and maintained upon satisfactory terms by private capital and enterprise: *Provided*, That if adequate shipping service is not established by Feb. 1st, 1922, the President shall extend the period herein allowed for the establishment of such service in the case of any Island Territory or possession for such time as may be necessary for the establishment of adequate shipping facilities therefor: Provided, further, That until Congress shall have authorized the registry as vessels of the United States of vessels owned in the Philippine Islands, the Government of the Philippine Islands is hereby authorized to adopt, from time to time, and enforce regulations governing the transportation of merchandise and passengers between ports or places in the Philippine Archipelago, and provided further, that the foregoing provisions of this section shall not take effect with reference to the Philippine Islands until the President of the United States after a full investigation of the local needs and conditions shall, by proclamation, declare that an adequate shipping service has been established as herein provided and fix a date for the going into effect of

It will be seen from the above citation that the question of putting the laws into effect hinges entirely on the availability of adequate shipping—and there can be no argument on that point at present.

### OTHER NATIONS DOING IT

I would seem that all interests affected, except foreign interests, should be willing to accept the new plan, since its main object is to extend the scope and utility of the American merchant marine. Foreign lines naturally would be adversely affected—since a large number of vessels that now do business with Manila would be barred from the U. S.-Philippines run.

However, the United States would be doing only what other nations are doing with respect to their domestic and colonial shipping business—extending favors to vessels of the sovereign nationality. How long would the British government consent to have American or Japanese ships carry more than half of the shipping business between British ports and Hongkong, for example? Or would Japan permit American ships to monopolize the trade between Japan and Korea? Every nation very properly reserves for itself the right to accord preferential treatment to ships plying between ports under its own flag. That is the only real principle involved in the extension of the American coastwise laws to the Philippine Islands.

There is some objection from local American sources on the score that the American operators of the coastwise shipping will not be able to meet the rates that now prevail under a theoretically competitive basis. However, it does not follow that the application of the coastwise laws will necessarily mean that any one American line will have a monopoly of the Philippine business. There is nothing to prevent the Shipping Board from allocating ships to a number of different lines—so as to stimulate healthy competition. It is only reasonable to suppose that the American lines will institute rates that will compare favorably with similar rates by foreign lines.

### MANILA AS DISTRIBUTING CENTER

One of the most important phases of the coastwise law extension is the possibilities it offers for making Manila the great American distributing center of the Far East. This can be effected, as has been consistently advocated through these columns, by the application of the "stoppage in transit" and "fabrication in transit" privileges. Under the first-named privilege, American exporters could send their goods to Manila for distribution to other sections of the Far East without any extra freight charges. The total freight rate to any port would not exceed the through rate to that port from the port of origin, provided transship-ment were made at Manila. The steamship lines would absorb the transfer charges. Such an arrangement would encourage American manufacturers to establish depots in Manila, enabling them to serve the entire Far East expeditiously and more satisfactorily than has been possible under present conditions where the ordinary cycle of business is five or six months. With large warehouses and transshipping terminals in Manila, American trade would have a real point d'appui in the Far East. American merchants could fill orders for American goods on a two or three months' cycle. Manila would become the mecca of the entire Far East for American-manufactured goods, for there are many lines in which no country can compete with us.

As an immediate outgrowth of the "stoppage in transit" privilege would come the "fabrication in transit" privilege. This means that American raw material could be shipped to Manila, there fabricated into a finished or semi-finished product and then shipped forward under the same rate as it enjoyed when it entered the Islands. This plan has been successfully put into effect along many railroad lines in the United States. It results in stimulating manufacturing and industrial development. What an immense field the Philippines and China alone offer to American industrial enterprise!

### POLITICAL OPPOSITION

Opposition to the coastwise measure comes largely from the Filipino political element. Some of the political leaders see in the act a menace to the political independence of the Archipelago. They declare that the application of the American coastwise laws to the Islands will definitely announce to the world the establishment of another material tie that will make ultimate separation from the sovereign nation more difficult. They fear that the advantages to be enjoyed by American trade and shipping through the application of the American coastwise laws to the Islands will be so great that American commercial interests will place weighty obstacles in the way of independence propagandists. To them, the application of the coastwise shipping laws looms up as a sinister menace to their nationalistic aspirations. That is why they so vigorously opposed the measure in 1920 that the American business community was impelled to organize and form the American Chamber of Commerce of the Philippines.

It is quite true that the first consideration behind the measure is the advantages that will accrue to the American nation as a whole. Altruism does not figure in it to any appreciable extent. It is one of those rare legislative measures in which we fail to pull the other fellow's chestnuts out of the fire before attending to our own. But, after all, altruism is a dangerous ingredient in business. The commercial field is an intensely competitive battle-ground in which each competitor must look out for himself or go under. There are rules to be followed, rules of fair play and common honesty; but the heat of the struggle requires individualism, selfishness if you will, if success is to crown the contestant. So, in the international commercial arena, the United States must look out for her own particular interests and those of her nationals. We must first give our own people an opportunity to utilize our resources and assets before turning other peoples loose on them. In the matter of the extension of the coastwise shipping laws, American national interests of a practical nature are bound to prevail over Filipino quasi-national interests of an idealistic nature.

For years the Filipino leaders have been giving America assurance of their loyalty and love for the people of the United States and of their admiration of American principles. When America, however, takes a step calculated to benefit the national wealth and prestige, at no material expense to the Filipinos, the latter rie in opposition because of an idealistic, hypothetical wrong.

### A PRACTICAL POLICY

In assuming that future American policy as regards the Philippines will be based wholly on commercial, material considerations the Filipinos are straying somewhat from the path that leads to truth. In part the assumption is right, only in so far, however, as one may state that under no consideration will America sacrifice her own welfare for the welfare of her nationals or for the sake of catering to the idealistic aspirations of a dependent people. For the rest, one may state in all good faith that the United States will give the Filipinos as square and honest treatment as is possible under the circumstances, irrespective of the shipping laws. The extension of our coastwise laws to the Philippines is part of a national

(Continued on page 25)



EDITORIAL OFFICES

# American Chamber of Commerce 2 CALLE PINPIN

P. O. Box 1675

Telephone 1156

As the official publication of the American Chamber of Commerce of the Philippine Islands, this Journal carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

Vol. II

JANUARY, 1922

No. 1

### EDITORIALS

### TO OUR READERS

Beginning with this issue, the American Chamber of Commerce Journal starts out on a wholly self-supporting basis. Hitherto, the subscription price has been deducted from the dues of members. The expenses of the Chamber are so great, however, that the Chamber can not afford to devote any of its regular income to the support of the Journal. It is also felt that the members ought to take sufficient interest in the paper to be willing to purchase it at the nominal subscription rate at which it is offered. They get their money's worth and so do the advertisers—for the latter reach the highest class clientele of any publication in the Philippines.

The Journal is the official organ of the Chamber and one of its principal aims is to circulate a printed record of the Chamber's plans and activities. An effort is also made to secure authoritative reviews of the business of the Islands in each issue. Each number contains one or more articles on special topics, always of interest and value to the members of the American community. Under the inspiration and guidance of the Board of Directors, the editorial opinion reflects the views of the best thought and business experience of the American community. In many ways, the Journal is the representative American paper of the Islands and should be read by every American here as well as in the other portions of the Far East, for the Philippines are America's outpost in the Pacific and the home of America's pioneer business organizations in this portion of the globe.

Advertisers outside of the Philippines will find the *Journal* an excellent medium for reaching the most responsible business field in this part of the world. The magazine circulates in all Far Eastern countries and is read in all commercial clubs and business organizations.

At the beginning of the new year, the *Journal* thanks its friends and patrons of the last year for the support they have extended to it, which has enabled the paper to show such steady progress in quality and improvement in circulation, and trusts that it will deserve a continuance of this support and encouragement.

### THE NEW YEAR

The year just ended has not been a pleasant one for Philippine business. What with falling prices, wildly fluctuating exchange, demoralization in the government, exposures of rabid finance in the administration of the National Bank, the investigation of the Wood-Forbes Mission and a lack of demand for Philippine products, business circles in general have

passed through a sort of commercial nightmare, from which they are  $o_{nl\gamma}$  beginning to recover, though some cannot see daylight yet.

There is every reason to believe, however, that the new year will be a happier one for the Philippines than the last. For one thing, we now have a real Governor General for the first time in eight years. There is hope and confidence on the part of all classes of the community in the man at Malacañang—hope that he will succeed in straightening out the country's economic and political evils and confidence that he is capable of performing the task. Then, indications are that the economic stagnation which has now lasted for a year and a half will soon begin to show signs of easing up. In the United States a definite trend toward improveent has already set in—a virtually certain portent of better times in the Philippines.

Many business firms have suffered heavy losses in the past year. In fact there are few which have not shown losses. But a surprisingly large number have been able to weather the storm, considering the difficulties and adversities they have had to contend with. Some of the newer faces in the Philippine business field will be missing, but the old guard, the pioneers, are still on the job—some of them badly battered, but all ready to pull ahead with a smile on their lips.

The year 1922 begins under more favorable auspices than did the year 1921. The high road of Normalcy is not yet in sight, but we have progressed appreciably toward it in the twelve months just passed.

### THE REPORT OF THE WOOD-FORBES MISSION

There are those who may regard the report of the Wood-Forbes Mission as a purely political document and therefore not properly the subject of editorial comment in such a journal as this one. There are those who would put a taboo on everything "political," when it comes to a consideration or discussion of business matters. However, the fact is that politics and business are so closely interwoven in these Islands that to deliberately divorce the two, amounts to a deliberate going against facts, defying truth for the sake of vindicating an academic theory. As long as the Philippine Legislature retains its present determining powers in Philippine affairs, as long as Filipino political leaders set up their nationalistic aspirations and ideals as opposed to those of the nationals of other countries, including the United States, as long as American businessmen and American capital are popularly regarded as enemies of the Filipino people, so long must Philippine politics remain an important and integral factor in American business in the Philippines.

While the Wood-Forbes report may be essentially a political document it is not inconsiderate of economic and business conditions, and no one will deny that its political conclusions and recommendations are of vital importance to business and business men. However, business men are likely to draw from it judgments that differ quite radically from those reached by the average citizen or bureaucrat. Thus the recommendation that "the present general status of the Philippine Islands continue until the people have had time to absorb and thoroughly master the powers already in their hands" might please the politician or the man on the street, but sounds vague and disquieting to the business man, especially the American business man, who for twenty-three years has been fighting for a definition of policy and political status.

If we examine the report itself we cannot help but come to the conclusion that the distinguished investigators found conditions unsatisfactory, especially from the economic and financial standpoints. They even go so far as to state that "the government is not reasonably free from those underlying causes which result in a destruction of government." Yet they urge a continuance of the present status "until the people have had time to absorb and thoroughly master the powers already in their hands." If under the present conditions, under the present status, they have made such a mess of things, why continue it?

Strangely enough, the report itself then indulges in a contradiction, for in the very next two recommendations, measures are proposed that would materially alter the status in certain important particulars having to do with the powers of the Governor General. They certainly would contain and limit the powers which the people have "already in their hands," so that it would be extremely difficult for the people to "absorb and master" them.

The final recommendation, that "under no circumstances should the American government permit to be established in the Philippine Islands a situation which would leave the United States in a position of responsibility without authority," is a diplomatic condemnation of the Harrisonian doctrine of laissez faire and a warning to succeeding administrations not

to choose men who would voluntarily relinquish the rights, powers and prerogatives inherent in the gubernatorial office. It is a restatement of essential policy that was openly and deliberately violated by the last administration. Its bearing on the economic life of the country is too obvious to require explanation.

The policy of keeping the government out of business, enunciated by Governor General Wood in his inaugural address, is reiterated forcibly and specifically:

The Government has entered into certain lines of business usually left to private initiative. Among these can be cited the National Bank with disastrous results, the purchase of the Manila Railroad Company now operated at a loss, also the National Development and National Coal Companies, etc. At the request of the Mission a thorough examination of the Manila Railroad Company was made by competent Army engineers whose report is among the exhibits. In our judgment the Government should, as far as possible, get out of and keep out of such business.

To this the entire business community will say Amen.

### OUR CURRENCY SYSTEM

Not until the Gold Standard Fund established under the original Conant Law is rehabilitated, will Philippine currency assume the stability requisite for a proper functioning of the local money market. Through modifications of the Conant Law by the Harrison administration, the Gold Standard Fund has been completely exhausted until we now have, in the words of the Wood-Forbes report, "practically a fiat currency".

Luckily, the United States Government stands morally behind the Philippine peso. Our Government will never permit American business men or foreigners doing business under the Stars and Stripes to lose because of the failure of a local government, for which the United States has assumed full responsibility, to properly handle its funds. It goes without saying that while the United States is in control here no effort or expense will be spared to rehabilitate the Philippine peso. Otherwise the Philippine peso might not be worth ten gold cents. This is a lesson that some of our Filipino "statesmen" who are constantly shouting for independencia might well take to heart.

Without the stabilizing influence of the Gold Reserve back of it, the peso must necessarily fluctuate in value with each change in the relative ebb and flow of exports between the United States and the Islands. The natural tendency, under present conditions, is for the exchange rate to go up in the degree that imports exceed exports. In addition there is a natural exchange rate against the peso because of the insecure character of the paper circulation, despite the moral guarantee of the United States. If the Philippine government would stabilize its currency, it must restablish the Gold Standard Fund and leave it intact. A loan of say P50,000,000 to P80,000,000 would be required for this purpose, according to various competent estimates.

In this connection it has been suggested that the government of the Philippines take up the gold produced in these Islands, issuing gold certificates in exchange. This will increase the specie currency reserve and the circulating medium by about \$\mathb{P}\_3,000,000 annually. These certificates would be redeemable in United States currency, through the sale of exchange on the Gold Standard Fund in the United States. In the same manner, the local government could also coin silver, thus encouraging gold and silver mining and affording an additional substantial annual increment to the currency of the Islands.

### THE OTHER SIDE OF THE STORY

An article in the Saturday Evening Post of November 5 goes into a lengthy analysis of the American export trade and comes to the conclusion that the only way to keep up this trade is by establishing direct representations or branches in foreign trade centers instead of placing agencies with local firms. This conclusion is arrived at after an indictment of how the local firms have repudiated shipments and commitments and how they favor foreign firms as against American firms. The Philippines are generally regarded as being within the "foreign" field of American commerce, so that the question has a direct bearing on local conditions

It is quite true that during the economic depression of the past year and a half, repudiations of consignments have been frequent and have mounted into high figures—but the blame has not always been the local

agent's. As far as the Philippines is concerned, local agents and importers have not refused to accept shipments simply because of the fact that the exchange was too strongly against them, as has been the case in South America. The highest that dollar exchange has been in the Islands is 16½ per cent. The great majority of importers, however, complain of the manner in which American exporters "dumped" goods into the Philippines the moment the demand at home slackened and they were in a position to fill export orders-after these orders had been neglected for months, and even years. This same thing probably took place with respect to other countries. The foreign importer was literally swamped by the American exporter. Back orders, neglected orders, new orders and imaginary orders were all shipped together in hectic haste as the home market declined and stocks began to accumulate. Was it any wonder that the foreign merchant could not meet this sudden rush of consignments? To have accepted all the goods that were suddenly thrown upon the foreign market by the American exporter would have meant utter ruin for the vast majority of foreign firms. As a matter of fact many were snowed under completely by the onrush of goods from the United States. Here in the Philippines, the banks came to the rescue of some of the largest firms and are still the main prop of the whole business structure. They are bearing the frozen credits not shouldered by American exporters whose local consignees were caught and could not meet the onslaught of American goods.

As concerns the establishment of direct branch agencies of American manufacturing concerns, experience has proven that this method of handling an export business abroad is not as successful as the placing of agencies with reputable, old-established local firms. The local concerns have a thorough knowledge of the field, its possibilities and limitations; they have the sales organizations to handle it and the connections that facilitate expansion. The selection of a competent personnel to handle a line in a foreign country is a difficult and important matter—much more important than is commonly realized. We believe that it will be found that a surprisingly large proportion of American attempts to establish branches in foreign countries have proven unsuccessful solely because of shortcomings in administrative personnel.

Whatever check American foreign trade has met in the past two or three years has been due to shortcomings at home rather than to errors or incompetence abroad. With the keen competition that arises out of a return to normal, efficiency and knowledge count as they never counted when America was the only source of supply. The experienced British and German traders are reentering the foreign field and are naturally beating the American at the foreigner's own old game. But this is no reason to quit and embark upon a new line of action which experience has proven to be not as effective as the traditional and old-established line. American energy, resourcefulness and initiative are bound to hold their own in the long run against experience and tradition, since time will add the latter two adjuncts to the American foreign trader's assets.

To lay down a hard and fast formula for rehabilitating American export trade, as Mr. Zoccola, the author of the Saturday Evening Post article, does, appears somewhat daring, for experience will show that no universally valid formula for conducting foreign trade business is possible. What may be a good method for one line of exports may be bad for another line. Only the hard school of experience can demonstrate which is best—and there is enough American foreign trade experience the world over to indicate a way in almost every line. As we have pointed out above, the agency system has proven most successful in a majority of cases. This view is diametrically opposed to Mr. Zoccola's but we would not by any means lay it down as a rigid formula for foreign trade development. There are too many other factors in the problem.

The sanest road to the development of American foreign trade, it would seem to us, is through intensive, practical education in the school of experience, both at home and abroad, supplemented by a certain amount of academic instruction in languages, exchange, foreign methods and requirements, etc., in our higher institutions of learning. Young men entering business should be encouraged to take up foreign trade as a career and should be assigned to certain fields for specialization, after going through a period of specialized instruction at home. This is how the British and the Germans learned the game. American ingenuity and energy may accelerate the process, but we fear the process cannot be basically changed. If we find that our foreign export trade is dropping off, it were better for us to proceed on the old and sound retail selling maxim that "the customer is always right," that there is something wrong in our direct relations with him or in our goods rather than with our internal foreign trade selling organization.

### SAN FRANCISCO DELEGATES COME AND GO

It was a royal reception and entertainment that the Oriental Relationship tourists of the San Francisco Chamber of Commerce received at the hands of the business community of Manila. The reception and program was arranged under the auspices of the American Chamber of Commerce, C. W. Rosenstock, chairman of the reception committee of the American Chamber, also acting as chairman of American Chamber, also acting as chairman of the general committee, representing all the chambers of commerce in the city, which had charge of the arrangements. The plan was to devote a separate day to each chamber of commerce—thus permitting each organized business association to entertain the visitors in its own

### VISIT TO MONTALBAN

The Empire State, bearing the delegation, was In e Empire State, bearing the delegation, was due to arrive at 3 p. m., Sunday, November 27, but did not reach the pier until eight the following morning. This, however, did not interfere with the plans, as the only feature prepared for Sunday was a concert on the Luneta by the Constabulary band, which the visitors heard on several occasions later. Headed by the Mayor and the reception committee of the American Chamber of Commerce, together with the representatives of the other chambers, a crowd of several hundred Manilans greeted the delegates as they stepped ashore at Pier 5. It was Phil-ippine Chamber of Commerce Day and the entertainment committee of that organization, headed by Alejandro Roces, had scores of automobiles in readiness to take the visitors on a sightseeing trip through the principal streets of the city. Some of the delegates put up at the Manila Hotel during the five days' stay and these were comfortably installed in their quarters before the entire party proceeded to Montalban, the beautiful gorge from which Manila obtains its fresh water supply. En route to Montalban, the party passed through Fort William McKinley, the largest post of the United States Army. On through the green rice fields of Rizal province, over a smooth, white macadam road, the party proceeded to Montalban, arriving there in time for luncheon. An elaborate picnic spread was provided amid the wild and picturesque scenery of the gorge. After an hour spent in Montalban, the party returned to Manila to attend a tea dansant staged in their honor at the Hotel de France, from 5 to 8 p. m.

The committee of the Philippine Chamber of Commerce in charge of the day's entertainment was composed of Alejandro Roces, chairman; Pedro J. Ocampo, secretary; José V. Ramirez, Rafael Palma, Alfonso M. Tiaoqui, Conrado Benitez, Manuel R. Revilla, Teodoro R. Yangco, Enrique P. Brías Roxas, José F. Fernandez, Mauro Prieto, Rafael Reyes, Juan B. Alegre, Vicente P. Genato, Fernando Zobel, Marcos Roces, Rafael Roces, José C. Abreu, Ramón B. Genato, Arsenio N. Luz, Felipe Buencamino, Jr., Filemon Cosio, J. McMicking, Francisco Delgado, Pío Corpus, Sixto S. Sandejas, José E. Gaskell, Agapito Francisco, Ramón Arévalo, Horacio Chuidian, José Ventura Tovar, Rafael Earnshaw, Alejandro Roces, Jr., Dr. Gregorio Singian, Mauricio Cruz, and Dr. Antonio G. Sison. The committee of the Philippine Chamber of

### SPANISH AND ENGLISH ENTERTAIN

The second day, Tuesday, November 29, was shared by the Spanish Chamber of Commerce and the Manila Chamber of Commerce, the latter representing the British community. the latter representing the British community. A special train took the visitors to the Pampanga Sugar Estate at Del Carmen, arriving there shortly after ten. Here the mill was thoroughly inspected under the guidance of Manager R. Renton Hind. A delicious tiffin was served at the mill and the party returned to Manila, arriving at the Tutuban station about three o'clock. The committee in charge of the Spanish

### THANK AND CONGRATULATE LOCAL AMERICANS

The following radiogram was received from A. I. Esberg, chairman of the delegation of the San Francisco Chamber of Commerce, 24 hours after the Empire State had left Manila:

American Chamber of Commerce, Manila:

The delegation of the San Francisco Chamber of Commerce has passed a resolution expressing its sincere thanks to all Americans in Manila for the generous hospitality and kindness displayed toward the delegates during their short visit in your city.

We also congratulate the Americans in the Philippines for the splendid work accomplished.

Best wishes for the future.

Esberg, Chairman.

Chamber's entertainment consisted of Don Chamber's entertainment consisted of Don Antonio Malvehy, chairman; D. Antonio Camahort, D. Damian de Urmeneta, D. Enrique Vazquez Prada, D. Julio Pomar, D. Adrian Got, D. Carlos H. Davis, D. Florencio Diez, D. Andrés Soriano, D. Antonio Ossorio, D. Eduardo Carceller, D. Miguel Yrisarry, D. Lorenzo Perez Tuells, D. Lorenzo Calvo, D. Joaquin M. Elizalde, D. Francisco Ferrer, D. Miguel Ossorio, D. Francisco Ossorio, D. Emilio Carceller, D. Antonio Melian, and D. Fernandez Zobel.

After a visit to a cigar and cigarette factory and the "bodegas" of a large hemp exporting firm, under the guidance of W. L. Bramwell and L. Dyson, representing the Manila Chamber of 1. Dyson, representing the Mania Chamber of Commerce, the delegates attended a tea dansant in the "Casa de España," or Spanish Club, on Taft avenue. This was a brilliant and enjoyable affair, staged amid the attractive surroundings of the Spanish club's beautiful premises.

### SHOOTING THE RAPIDS

Wednesday, November 30, was devoted to a trip to Pagsanjan under the auspices of the Chinese Chamber of Commerce. Dee C. Chuan, Chinese Chamber of Commerce. Dee C. Chuan, the prominent Chinese merchant, was chairman of the committee, assisted by Carlos Palanca, Dr. Go Kee, Mr. Ty Congting, Albino Z. Sy Cip, Li Seng Giap, Ty Hoan Chay, R. M. Gotauco, Pua Ka, S. C. Choy, A. Sing, Uy Yet, Dy Buncio, Lim Sae Gim, José Velasco, Dr. Uy Chutin, Cu Unjing, Alfonso Z. Sy Cip, W. W. Tam, Uy Cho Yee, John Gohiap, Pua Ka, Ma Chin, Chan Kun Lok, O Chu Cun, and Tan Chong Sai.

Promptly at eight o'clock the special train left the Paco railroad station, arriving at Pagsanjan at 11. The journey covered the beautiful Laguna coconut country with hundreds of exquisitely-fronded coconut palms constantly in view. Abundant liquid and solid refreshments had been provided and helped make the trip a pleasant one. Each member of the party had been presented with a broad-brimmed, soft straw hat decorated with a ribbon in the Chinese national colors. The whole population of Pagsanjan turned out to greet the visitors, numbering nearly 200, and every vehicle available was pressed into service to convey them to the two hotels, where everybody donned bathing suits in preparation for the thrilling trip up and down the rapids. A delicious buffet luncheon was served at one of the larger houses of the town, after which everybody hastened to the river front to board the native boats, or "bancas,"

for the trip up the rapids. The local Pagsanjan committee, consisting of Municipal President G. Francia (chairman), Januario Pacheco, Simeon Zalamea, and Emilio Gomez, did themselves proud in assisting in taking care of the visitors,

The trip up and down the falls is one never to be forgotten by those who have experienced it. It has its thrills and its dangers, but the skilful Filipino guides, many of whom have piloted tourists over the course for a decade, are expert oarsmen and swimmers, and no casualties have been known to occur. Two or three boatfuls upset and the occupants received good duckings-but all united in calling it an afternoon of good sport.

Those who did not care to risk shooting the Those who did not care to risk shooting the rapids, were accommodated on two specially constructed barges which were towed up and down the river by launches. Everybody was ashore by four o'clock. The Pagsanjan public school had prepared a special program for the visitors on the spacious lawn on top of the hill overlooking the river. This had to be cut short, although it was hugely enjoyed by the crowd, in order to give the girls of the domestic science department, on the porch overlooking a splendid pagnorama, a chance to serve a corount luncheon panorama, a chance to serve a coconut luncheonmade entirely of coconut products and confections. The train left Pagsanjan at 4:45 and reached Manila at 7:30 p. m. exactly on schedule time.

### WOOD TALKS TO VISITORS

Thursday, December 1, was American Chamber of Commerce Day. From 9 to 10 a. m., those of the party who were interested visited and inspected the Philippine Manufacturing Company's coconut oil and by-products plant and the embroidery shops of the American Undergarment Corporation. At 10:30 a. m., Colonel Gordon Johnston, of the Governor-General's Staff, took the delegates to the Tondo Intermediate School, where an ocular demonstration of educational progress in the Islands was witnessed. Luncheon was served at the Manila Hotel under the auspices of the Rotary Manila Hotel under the auspices of the Rotary Club. Governor-General Leonard Wood was the principal speaker, welcoming the visitors and dwelling on the commercial and trade possibilities of the Philippines.

The feature of the afternoon program was "retreat" at Bilibid prison. The thousands of prisoners at the insular penal institution go through a series of "setting up" exercises simultaneously at 3:45 p. m. each day. The procedure may be watched from a central vantage point above the courtvard. It is a unique and interesting spectacle.

From 5:30 to 6:30 p. m., the San Francisco delegates were the guests of Governor-General Wood at Malacañang Palace, his official residence. The large and beautiful gardens and the elegantly and richly furnished palace were thrown open to the guests, who thoroughly enjoyed the occasion. In the evening, the visitors were guests of the American Chamber of Commerce at Lerma Park, a suburban recreation resort having a large and splendidly decorated dance floor. A number of dinner parties were given in honor of members of the visiting party, and dancing was indulged in until after midnight.

Friday, December 2, the last day of the visit, was placed at the free disposal of the visitors so that they might attend to their final shopping and other private matters. At noon, the executive committee of the visiting party held an informal meeting with the directors and members of the American Chamber of Commerce in which matters of importance were discussed and ideas exchanged.

Exactly at 3:15 p. m., the Empire State pulled out of Pier 5, a large throng of Manilans waving farewell to the San Francisco visitors who had

made but too brief a stay in the Pearl of the Orient.

Orient.

The general committee in charge of the grangements was composed of C. W. Rosengock, American Chamber of Commerce, chairman: Pedro J. Ocampo and Alejandro Roces, Philippine Chamber of Commerce; Albino Z. Sycip and Lim Sae Gim, Chinese Chamber of Commerce; J. W. Shannon, American Chamber of Commerce; W. L. Bramwell and L. Dyson, Manila Chamber of Commerce; Antonio Malvehy and Juan Camahort, Spanish Chamber of Commerce; Hon. Ramon Fernandez, Mayor of the City of Manila; George L. Logan, representing the United States Department of Commerce.

### LOCAL COMMITTEES

Our November issue gave the names of the members of the San Francisco party and their division into committees. The corresponding committees of the American Chamber of Commerce of the Philippine Islands were as follows: Chemicals, Paints, Glass, and Oils: Milton E. Swinger.

Export, Import, and General: F. H. Stevens, W. N. Chatfield.

Federal, State, and City: H. B. McCoy, C. M. Cotterman.

Food Products: Wm. H. Anderson, E. Berge. Insurance, Finance, and Real Estate: W. G. Avery, B. A. Green, E. E. Elser.

Lumber, Leather, and Silks: Carlos Young, f. C. Cadwallader, Cook Harrison, George L. logan.

Machinery and Metals: R. R. Womack, W. G. Shaw, Ellis Teal, Julius Reis.

Medicine and Science: Dr. H. D. Kneedler, Dr. J. W. Smith, Dr. C. E. Norris, Dr. A. M. Saleeby, Dr. H. H. Steinmetz.

Storage, Transportation, and Public Utilities: A. B. Cresap, Walter Z. Smith, R. C. Baldwin.

### RETURNING CONFIDENCE

From the Financial Letter of the American National Bank of San Francisco, October 25, 1921

By slow degrees that intangible thing called windence is returning to the business world. While improvement is not uniform in all lines of endeavor, there are signs and portents indiated, and at least an approach to solution of tade, and at least an approach to solution of the many problems that confront humanity of every hand. In such basic industries as teel, copper, cotton and oil there has been a sight improvement in prices, and the long priod of deflation appears to have run its ourse. The result is a broader movement of commodities, as buyers are no longer restrained from placing orders by the fear of lower quotations.

### CAUTION AND COURAGE

By Col. Leonard P. Avres, Vice President, Cleveland Trust Company

It is at times of culminating prosperity that the business man most needs to exercise care. When orders are plentiful and profits large, when prices are high and selling is easy, the time has come to be careful. That is the time to consolidate the gains that have been made, to reduce inventories, to collect accounts, to avoid new construction and to prepare to build up bank credits.

It is when the prices of securities are lowest and business prospects bluest that courage becomes most valuable. It is then that the man who has hope and faith and the courage of his convictions can start his journey along the path that leads to prosperity, to success, and perhaps to fortune.





### WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of this issue of the Journal.)

Tuesday, November 29, 1921.

Present: Directors Heath, Cotterman, Avery, Elser, and Green.

A report from the General Counsel of the Chamber on the proposed amendment to Section 2 of Ordinance 657, City of Manila, having to do with tax on billboards, etc., was read and ordered filed.

The appointment of Wendell M. Butts to the Mayor's committee charged with the drafting of new reinforced concrete building regulations, as recommended by the Builders' Section, was approved.

A letter from an American firm in Cebu requesting assistance in securing business was referred to proper channels.

The question of loaning the funds of the Chamber was taken up, and a committee, consisting of C. M. Cotterman, chairman, W. G. Avery, and B. A. Green, was appointed to look into the matter.

An informal discussion of the investment policy, the exchange and the hemp situations was held.

On request of Mr. Green, the Secretary was instructed to ask General Counsel of the Chamber to determine if the second paragraph of Section 15 of the Federal Reserve Act has been so amended as to permit the Philippine Government to deposit the Currency Reserve Funds in banks other than those designated by the Federal Reserve Act.

Tuesday, December 6, 1921.

Present: Directors Heath, Cotterman, Elser, Green, and Williams.

A radiogram from the San Francisco Relationship Delegation expressing their appreciation of the hospitality shown them during their stay in Manila was read.

The application of the Bachrach Motor Company for Active membership was accepted.

Applications for Associate membership from Paul L. Lamber and Arthur W. Woods were accepted. The resignation of Leslie D. Bale from Associate membership was accepted, effective December 31, 1921.

Representation of the American Express Company by J. R. Lloyd, vice W. D. Inman, in Active membership, was approved.

The Secretary was instructed to reinsure the furniture and fixtures for the coming year for P15,000 with American companies.

Recommendation of the Relief Committee that P100 be appropriated for Christmas gifts to American lepers was approved.

The Directors decided not to subscribe to the American Register of Shipping for 1922.

A communication from the First Assembly of Planters, Proprietors and Businessmen of Davao requesting assistance in obtaining a \$\mathbb{P}200,000\$ appropriation from the Legislature for construction of a concrete wharf at Davao and that Davao be made a port of entry, was read and referred to the Maritime and Harbor committee for investigation and recommendation.

Victor C. Hall was appointed temporary chairman of the Maritime and Harbor committee during the absence in the United States of Chairman R. M. McCroty.

A resolution of the Spanish Chamber of Commerce requesting all Spaniards to withdraw their advertising and subscriptions from a local American daily because it printed an Associated Press dispatch "offending Spain," was discussed, and a resolution was adopted "that a letter be written to the Spanish Chamber of Commerce

stating that the Board of Directors considers their action untimely and unjustified, and believes an explanation is due this Chamber." (A letter has since been received from the Spanish Chamber of Commerce indicating that the matter has been settled to the satisfaction of all concerned.)

A communication pointing out that passenger tickets of one American trans-Pacific line were not interchangeable with other trans-Pacific lines and that this works against the port of Manila, was referred to the Maritime and Harbor committee.

A communication from the president of the Manila Rotary Club transmitting a brief of several Philippine laws found to be detrimental to good commercial intercourse was read and referred to the committee working on the Report of the Finance Commission.

A proposition of George Bronson Rea offering to handle the Chamber's publicity through the Far Eastern Review was refused.

A cablegram from John S. Hord recommending that the Washington office be closed until next April or May was read. The recommendation was approved.

Mr. Green was appointed a committee of one to investigate the status of the lease on the present quarters, which expires April 30, 1922, and report thereon.

The question of the government resuming the sale of exchange was exhaustively discussed, but no action was taken.

Tuesday, December 13, 1921.

Present: Directors Heath, Cotterman, Avery, Green, and Williams. Active members: J. B. Armstrong, E. Berge, S. M. Berger, E. J. Brown, George E. Brown, W. N. Chatfield, Leo K. Cotterman, Evan Edwards, Simon Feldstein, G. T. Hermann, L. E. Hamilton, J. P. Heilbronn, F. H. Hale, A. G. Henderson, J. R. Kinney, R. E. McGrath, Louis McCall, W. N. Rennolds, J. C. Rockwell, M. M. Saleeby, J. R. Wilson

Associate members: E. A. Aced, W. L. Applegate, John Arville, W. N. Bartholomew, W. M. Butts, J. J. Dunbar, H. O. Field, G. O. Gumbercht, Katherine T. Larsen, Norbert Lyons, J. Truitt Maxwell, M. A. McLeod, Alice M. Miller, J. F. Marias, M. D. Royer, Charles E. Tenney, W. W. Weaver, A. B. Burkholder, C. P. Ladd, G. C. Sellner, Edward Cook.

Applications for associate membership of F. V. Shannon and C. F. Massey were approved. Bills aggregating \$\mathbb{P}9,117.31\$ were approved

for payment.

Organization of the Real Estate Section of the

American Chamber of Commerce was approved.

A resolution authorizing the issuance of visitors' cards to shipping companies which are members of this Chamber, to be distributed to captains of vessels at the discretion of these com-

panies, was adopted.

For the information of the members, the President read a proposed resolution with regard to the political status of the Islands which appeared in the Open Forum column of the Manila Times on December 13, 1921.

A committee consisting of Robert E. Murphy, chairman, Alice M. Miller and Walter Robb was appointed to look into the monthly sales of the Bureau of Education with a view to ascertaining whether they offer unfair competition to embroidery and lace concerns in Manila.

Mr. Weaver discussed Section 75 of the Philippine Act of 1902 which prohibits a corporation engaged in agriculture or mining from being interested in another similar corporation, particularly with reference to the interpretation of the terms "shareholder" and "stockholder," claim-

ing that the present interpretation operates detrimentally to Americans as well as Filipinos. The matter was referred to the Legislative committee.

Mr. Berge put the following resolution, which was unanimously approved:

"That a vote of confidence be given the Board of Directors for the manner in which they have carried on the work of the Chamber, and that we work among ourselves to help the Board."

The question of having the Active and Associate members meet oftener than once a month with the Board of Directors was discussed, and a resolution was passed providing for two meetings of the Active and Associate members with the Board of Directors each month, on the second and fourth Wednesdays at 1 p. m., at which time the Directors will be glad to hear suggestions.

The matter of having an arbitration committee for commercial disputes was taken up and the Secretary was instructed to write the principal chambers of commerce in the United States, asking them if they would be willing to accept the official arbitration of this Chamber in disputes arising over quality and quantity of goods.

Tuesday, December 20, 1921.

Present: Directors Heath, Cotterman, Avery, Elser, Green, and Rosenstock.

Applications of Hilton Carson and George A. Malcolm for Associate membership were approved. The resignation of Associate member E. S. Hogen, effective December 31, 1921, was accepted.

A resolution stating that the Chamber employ every means possible to secure passage of the bill providing pensions for the dependents of the policemen killed on the night of December 15, 1920, in the Walled City, was approved.

A bill for P130.10 incurred in the entertainment of the San Francisco Chamber of Commerce visitors was approved, as were bills aggregating P250 incurred by the General Committee in charge of the entertainment of the delegates, the understanding being that the latter bill be divided pro rata among the other chambers of commerce and collected by the chairman.

A report from the Maritime and Harbor committee on the interchange of tickets of an American trans-Pacific line with those of other lines was read. It contained the recommendation that the matter be referred to the Seattle Chamber of Commerce with the request that they confer with the line there and extend to it any assistance that may be required to push the settlement of these transfer privileges with the Pacific Westbound Passenger Association of Chicago. The report was adopted and action as suggested was ordered.

In response to a query from the assistant private secretary to the Governor-General, a resolution was passed providing "that the American Chamber of Commerce favors the application of the United States Coastwise Shipping Laws to the Philippine Islands," and authorizing the President of the Chamber to write a letter answering that of the assistant private secretary to the Governor General.

The question of loaning the funds of the Chamber was taken up and various offers were considered without any definite action being taken.

The payment of subscriptions to the fund for maintaining a representative of the Chamber in the United States was suspended after the January contributions, until it is found necessary to again take up the work.

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### Review of Business Conditions for December

### THE UNITED STATES

There is no change in the policy of business men, as all are operating conservatively and the hand to mouth buying still prevails in all sections. There has been a further decline in the rediscount rates and a further recovery in the average commodity prices, and there is a steady decline in the number of idle freight cars. Some of the railroads have given out good-sized orders for rails, equipment, and rolling stock. United States bonds in some classes have gone

United States bonds in some classes have gone to par and the present market for high grade bonds is the broadest, best organized and strongest that has developed since the world war began, which is a very healthy sign of confidence returning. Demand for good foreign bonds is also broad and active, showing confidence in the recovery of the war-worn nations of Europea A considerable actions of the ndence in the recovery of the war-worn nations of Europe. A considerable portion of the returning life and confidence in governments and people comes from the action of the limitations conference, which has really been an expression of confidence in each other by the members of it. Very little friction has developed, and results have been obtained much guicker than the most senguing expected. quicker than the most sanguine expected.

### PLAIN SPEAKING NEEDED

The vitality and good faith of Great Britain has been evidenced by her tentative proposal to cancel some £2,000,000,000 of allied indebtedness to her, providing France accepts a reduction of some 13,000,000,000 francs of the German of some 13,000,000,000 mans of the Commission indemnity. There can be nothing but praise for such a showing of get-together spirit as that. The war thoroughly demonstrated that the white man can fight and destroy, and it should demonstrate that the better policy is to work and create contentment.

The financial reviews and business bulletins of the past month have contained notes seldom heard, the first of which is the general opinion that labor is now unreasonable, the second that that labor is now unreasonable, the second unathe politicians of the country are low in quality and not up to the standard of statesmanship demanded by the times. Labor has refused to play its part in the rejuvenation of the war worn world and the politician has been petty and bickering over non-essentials. It is the general opinion that labor leaders and leading politicians are nothing but mischief makers. The producer is still in a bad condition, owing

to the excessive costs of transportation and taxes. He has apparently been loaded with more than his share of the costs of getting back to normal. In the corn producing belt it now costs 650 bushels of corn to buy a farm wagon that cost 200 bushels of corn before the war. The American farmer is in the same boat with the Philippine farmer, whose transportation charges and taxes have gone up over 100% also. Statesmanship, plain speaking, and the telling of truth seem to be the things most necessary at this moment to bring back a square deal to

### WHO GETS THE MONEY?

The indebtedness of the world is stated to be \$382,634,000,000 by the leading statisticians as a result of the "debt habit" formed during the war, and it is the general opinion that the habit should be controlled by placing business men in office instead of petty politicians.

The unreasonableness of labor is bringing forth many showings of the participation of labor in the gross receipts of many large industrial plants. One of the most interesting is the showing made by the General Electric Co., showing the distribution of each dollar of receipts during the three most prosperous years of its existence, i. e. the years 1918-19-20:

	Cents	Shipments During First Three Weeks in	Decem.
Wages and salaries paid to an average of	44.7	ber, 1921	
73,900 employees	41.7		Bales
Materials, supplies, depreciation, operat-		To U. S	20,124
ing charges and losses	40.6	To U. K	22,047
Taxes	5.3	To Continent	3,400
Surplus, used for enlarging plants, in-		Elsewhere and Local	16,364
ventories, and working capital	4.7	_	
	4.1	Total	61,935
Dividends to all stockholders, average			
number 21,461	4.0	Receipts—Nov. 28 to Dec. 19, 1921 48,2	281 bales
Transportation, telephone and telegraph	2.5	-	
Interest on borrowed capital	1.2	Shipments—Jan. 1 to Dec. 19, 1921, i	in Bales
		1921	1920
•	100.0	To U. S	534,353
		To U. K	390,448
		To Continent	45,788
h		Elsewhere & Local 236,206	121,615
DEVIEW OF THE HEMD MADKE	II		

### REVIEW OF THE HEMP MARKET

By H. Forst Secretary and Assistant Treasurer. Macleod and Co., Inc.

The New York market during the last week in November showed considerable activity, and a fair amount of hemp was disposed of on the basis of 73/4 cents for I and 8 cents for F. The demand, however, as anticipated, did not last long and the improvement was only temporary.

During the first half of December there was next to nothing doing in the New York market, although there were free sellers on the basis of 7% cents for F and 7½ cents for I. London, also, during that period, ruled very quiet. About also, during that period, the very quee. About December 17 the price of sisal was suddenly advanced to 5½ cents per lb., Gulf ports, or 6 cents per lb., New York. Previous to this the price of sisal had ruled around 3½ to 3¾ cents per lb. The advance in the price of sisal immediately reflected on Manila hemp; buyers having taken fright and, working on the assump-tion that prices might go still higher, bought up practically all hemp on offer at about the same level of prices ruling during the end of November.

Locally prices have fluctuated but little, and, at writing, are only about 50 cents per picul above those lately ruling. The more favorable above those lately ruling. The more favorable exchange rates, both sterling and gold, are largely responsible for this. In the absence of any support from the Philippine Islands government, the premium on gold went up as high as 10½ per cent T/T on New York. The cross Atlantic rate, which at the beginning of the month was quoted at \$4.03, advanced to \$4.24, resulting in a drop in the sterling rate to a point which is almost normal.

The demand in the New York market at date (Dec. 21) has again eased off, but that of London is slightly steadier. With the holidays close at hand, it is safe to predict that the consuming markets from now on will rule quiet, if not dull, until next year.

Japan continues to show an interest in the old remaining stocks, which show a further reduction since the last report.

No decision has as yet been arrived at with regard to Order No. 13. Later mail advices from the United States show that, in the manufacture of binder twine at least, considerable Java and East African sisal are being used, for which purpose low grade Manila hemp was em-ployed heretofore.

### STATISTICS

Total Receipts to December 19 in bales 1921 1920 Decrease 712,074 1,038,286 326,212

10 0. 3		
To U. K		. 22,047
To Continent		
Elsewhere and Local		. 16,364
Elsewhere and Eocal,		. 10,504
Total		61.025
Total		. 61,935
Receipts—Nov. 28 to Dec. 19,	192148	3,281 bales
Shipments—Jan. 1 to Dec.	19, 1921,	in Bales
•	1921	1920
To U. S	270,704	
To U. K	221,598	390,448
T. C. d.		
To Continent	62,350	45,788
Elsewhere & Local	236,206	121,615
_		
Total	790,858	1.092,204
Decrease	301,346	, , , , , , , , ,
	002,010	
Net Stocks-Manila	and Caha	,
iver Stocks-Manna	ana Ceor	٠

### DECEMBER SUGAR REVIEW

Nov. 28, 1921..... Dec. 19, 1921....

By George H. Fairchild. President, Welch, Fairchild & Co., Inc.

In our November review, we stated that the general impression was that lower prices for sugar were imminent. This impression has unfortunately been correct. Cuba has commenced milling her new crop sugars, and, although milling is proceeding slowly, sales of new crop sugars have already been made. Sales commenced at 2½ cents, c. & f. New York, and have declined to 2 cents, c. & f. for January-February shipment, at which price there seems to be a good demand both from refiners and speculators. Foreign countries have also been showing interest in new crop Cuban sugars at the equivalent of this price.

With the advent of new crop Cuban sugars on the market, holders of old crop Cubas have been more anxious to sell, even at a discount on the present low prices for new crop sugars. There have been sales to Atlantic Coast refiners at 1.97 cents, c. & f., New York, and to U. K. at 1.85 cents, f. o. b. Cuba, which is the equivalent of 1.97 cents, c. & f. New York.

The Cuban Committee which has controlled the bulk of the sales of the old Cuban crop will be dissolved at the end of this year, its dissolution having been approved by the Cuban Senate and Chamber of Representatives.

There were small sales of Philippine Centrifugals due to arrive in New York this month, in the first place at 3.87½ cents, landed terms (2½ cents, c. & f.) and later at 3.67½ cents (2.05 cents, c. & f.)

During the month Japan evinced an interest in new crop Philippine Centrifugals for January-February shipment, but no business resulted, Japan finding she could buy old crop sugars for prompt shipment cheaper in Cuba, where, according to reports, she has purchased upwards of 25,000 tons at prices commencing at 2.10 cents, f. o. b., and falling to 2 cents, f. o. b. Cuba. The demand for low grade muscovado sugars from Japan has ceased, meantime, buyers preferring to watch the market and await developments.

The Javan market has continued dull with a declining tendency. The latest quotations of the Trust are Guilders 11 per picul for Superiors, Gs. 10 for Browns, and Gs. 9¾ for Muscovados.

Owing to the absence of demand from Japan and China, our local market has ruled dull with very little doing during the present month. There are buyers of new crop muscovado sugars on the basis of \$\mathbb{P}6.50\$ per picul for No. 1, exception, with 25 centavos down per grade. There has been no active trading so far in new grop Centrifugals, although buyers have indi-rated they would pay \$\mathbb{P}8.00 per picul ex go-

Representatives of the Cuban sugar industry have been conducting an extensive propaganda have been conducting an excensive propagation in U. S. for the purpose of securing a reduction in the present tariff of 1.60 cents per Ib. on their energy for entry into U. S. markets. The their sugars for entry into U.S. markets. The maintenance of this tariff at its present rate is vital to the Domestic Beet industry and to the Louisiana, Hawaiian, Porto Rican, and Philippine cane sugar industries. Our sugars, in common with Hawaiian and Porto Rican in common with Hawaiian and Porto Rican sigars, have free entry into U. S. markets. To counteract this propaganda, all of these industries vigorously protested against any reduction in the tariff, pointing out the great natural advantages of Cuba as a sugar-producing natural advantages of Cuba as a sugar-producing country in soil, climatic, and labor conditions. As a result of this action, it is unlikely that the tariff will be reduced, and the Federal Government seems determined to protect our Domestic Beet industry and the cane sugar industries of our insular possessions. It has even been proposed that the present tariff of the protection of the protection of the protection of the present tariff of the protection of the present tariff of th 1.60 cents be maintained on the first 2,000,000 tons of Cuban sugars imported into U. S., and thereafter increased to 2 cents on the next 500,000 tons and to 2½ cents on the following 500,000 tons.

Manila, December 22, 1921.

### A FAMILIAR SONG

From Harrison's first message to the Philippine Legislature

Our Treasury is \* \* \* obviously approaching a point where a deficit of four and a half million pesos confronts us. How, then, shall we avoid this deficit and restore the finances of our government to a normal and self-supporting condition \*\*\*?

I repeat, then, only one course lies before us, and that is economy of the most drastic kind \*\*\*

These Islands have need of a simple and scientific form of government. Instead of that, we find a complicated and top-heavy system of bureaucracy.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

Local sales have shown a steady improve-ment during the past three months, but only about 20% of the total production of Philip-pine cigars is sold locally, so the prosperity of the tobacco industry depends largely upon the export demands.

Of the total production, 52% went to America in 1919 and 62% in 1920, which accounts for our frequent references to the American market.

September....

October.....

In 1920 we were shipping 56% "A" class cigars to America during the months noted above. In 1921 we shipped 90% class "A" during the same months.

American importers still continue to place their orders solely on a price basis. As long as their requirements are restricted to price alone, only negative results will obtain, as quality merchandise can never be shipped until such time as they are willing to allow the manufacturers a reasonable price for their cigars.

Manufacturers of American Domestics are not complaining, and the majority of the factories actually show an increase over the production of last year, if the reports in the trade iournals are authentic.

American Internal Revenue returns note that of the total exports from Porto Rico to America, approximately 50% of the cigars are class "C

Evidently something is amiss in the Philip-

The efforts of the government to create a demand in America for class "B" and class "C" cigars are evidently not meeting with success.

The decrease in the United States Internal Revenue that accrues to the Philippine government from cigars shipped to America as compared with 1920 was 83% on November 1, 1921.

To quote from an interview accorded the To quote from an interview accorded the New York trade journal *Tobacco* on August 18 by Mr. C. A. Bond, Philippine Tobacco Agent in the United States: "The long filler, hand-made, five cent Manila, is a staple. And of the dependable sellers in the nickel class, Philippine cigars are, and will be, the leaders. For the maney they are the best on the market." For the money they are the best on the market.

Very commendable as an optimistic forecast of an agent on the government payroll, whose duties do not include the securing of importers' autographs on the dotted line of an order book, but hardly in accord with conditions as the

Revenue returns portray them.

The leaf market is absolutely stagnant, no sales of any consequence having been registered during the month. Planters in the Cagayan Valley report that buyers are offering an average price of \$2.00 per quintal ex-godown.

In order to relieve the distress the Philippine Legislature contemplates an increase in the tariff on rice!

### COPRA AND ITS PRODUCTS

By S. P. WHITE President of Willits and Patterson, Ltd.

The coconut oil market both locally and in America has been dull during December. Very few trades have been reported. Buyers have indicated their ideas to be 7 cents, c.i.f., Pacific Coast ports, but as most sellers seem to be in a much stronger position than for some months much stronger position than not some months past, they have refused to meet these ideas, with the result that trading has been practically at a standstill. The market for c.i.f. business, New York, has been quoted at 734 cents, but we have heard of no trades at this price and considered the actual market near 71/2 cents.

The coconut oil market in Europe has been dull with a decided leaning toward lower prices— the last quotation being £40 per ton in bulk. The rate of exchange has again been the equal-

COMPARATIVE STATEMENT SHOWING CIGARS SHIPPED TO AMERICA DURING THE MONTHS OF SEPTEMBER, OCTOBER AND NOVEMBER 1920 AND 1921

	Class "A"	%	Class "B"	%	Class "C"	%	
1920 1921	14,908,470 7,433,670	50 92	9,936,742 590,920	33 7	5,131,209 92,750	17 1	
1920 1921	18,500,898 9,163,570	60 88	8,247,402 1,179,300	27 11	4,074,967 103,630	13 1	
1920 1921	12,796,328	58 90	6,251,200 760 450	29	2,760,277 91,800	13	

Total: November, 1920, ...... 21,858,355 Cigars  THE MARK



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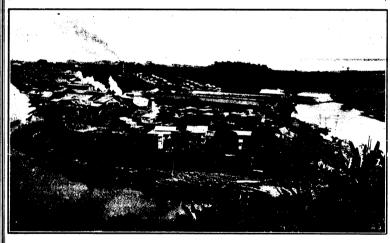
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izing feature between the local and foreign markets, the advancing premium on export bills offsetting the steady advance in the price of copra.

Shipments of coconut oil during the month totalled approximately 8,000 tons. Local stocks have averaged 10,000 tons, the majority of which

is oil sold awaiting shipment.

The copra arrivals for the month have been much heavier than during October-November, but the heavier arrivals have not affected the local price, which has continued to advance. The steady demand by some of the mills and the continued heavy demand for export to America have been sufficient to more than support the market. The price for bodega copra has advanced at least 50 centavos per picul, prices just before the holidays ranging from \$\mathbb{P}10.55\$ per picul. The American market for copra has been steady, and while at one time it was quoted at 4 cents, c.i.f. Pacific Coast, the actual market has been from \$4\forall to 4\forall kg. The European market has fluctuated from \$25\$ to \$\mathcal{L}27\$ per ton, with advices of a steadier market just previous to the holidays.

The demand for copra cake is again about equally divided between Japan and Europe. Prices are approximately P20 per ton, ex-bodega, with no immediate prospect for any marked

advance.

### THE RICE INDUSTRY

By Percy A. Hill, of Muñoz, Nueva Ecija, Director, Rice Producers' Association

The prolonged drought during the latter part of October and the first part of November has had the effect of lowering the 1921-22 crop, all those varieties that ripen between 135 and 150 days (the early varieties) being severely affected. On this account many mills are being run at low capacity until the main crop comes in.

The main crop production has also been decreased by the same factor, except in those districts enjoying irrigation. Crop conditions in the Visayas and the Northern provinces report a severe loss, which, taken in conjunction with the reduced area planted, should be estimated at about 11% of the last crop. As a consequence, prices have taken a slight upward tendency, as stocks of imported rice are now low, but the price is still away below production costs for this last year. A bill has been introduced by the Senate advocating a higher protective tariff. Once this passes the Legislature, there is no doubt that Congress will approve protection along this line, similar to that in use in the United States. The bill furthermore carries the condition that the Governor-General may decide, as necessity arises, in reference to the minimum or maximum tariff. If the bill becomes law, we may see a renaissance in the rice industry which is now on the decrease on account of adverse conditions affecting the grower.

The 1921 rice crop in the United States was 33,500,000 bushels (930,000,000 lbs.) of clean rice, a heavy decrease. Inasmuch as the per capita consumption of rice in America for the period 1905-1914 was only seven pounds, if this per capita was raised to nine pounds, the present crop might be absorbed. The large holdover added to the present surplus has kept the grower in the United States on the lookout for a market to dispose of these stocks. The Department of Commerce was active in seeking ways and means. It was thought that rice might be shipped to the Philippines, furnishing cargo for the Shipping Board boats to the East with low freight costs. However, as the Indo Asian combine still controls the rice market and can deliver clean rice for less than \$3 per 100 pounds in any market in the world, there would manifestly be no outlook for American rice, even if sold at a loss. Furthermore the tariff would have to be paid as at present being collected.

In reference to Philippine conditions the following data is furnished:

Estimated rice (clean) required for 1921-22: 10.000,000 cavans of 125 lbs. each.

Estimated rice stocks on hand at present: 1112,000 cavans of 125 lbs. each. Estimated rice crop 1921-22: 15,775,000 ca-

vans of 125 lbs, each. Imports: 1919—161,656 metric tons; 1920—12,000 tons; 1921—not over 70,000 tons.

In view of the above, import requirements will be in the neighborhood of 190,000 tons for

the coming year according to the present crop In the period 1914-1920, the annual rice requirements have been 19,500,000 cavans. This is placed at 20,000,000, to offset increasing nopulation. There is, however, another factor in reference to the alimentation problem in the Islands which must be taken into consideration. This is the consumption of wheat flour. The imports in 1917 were 26.392 metric tons: in 1918, 33,770 tons; in 1919, 46,927 tons and in 1920, 45,674 tons valued at \$\mathbb{P}\$,250,000. During

the last six months imports are valued at over three million pesos. This would signify that the use of wheat flour is on the increase, the imports being solely predicated on the pur-chasing power of the consumer, and these figures would connote an annual per capita consumption of approximately four kilos. The four imports for 1921 will show a large decrease nour imports for 1921 will show a large decrease owing to cheaper rice, reaching a possible figure of 25,000 tons or a little over two kilos per capita. The use of bread was increased largely during the period of high prices and scarcity of rice.

However, it is a significant fact that the Oriental will always prefer rice, if it can be obtained at reasonable prices, over any known food grains such as corn, millet, wheat, or sago.

### SHIPPING REVIEW

By A. G. HENDERSON

General Manager for the Far East. Frank Waterhouse and Company

Export cargo for the month of December was probably the lightest for the whole of 1921, and the year closes with no indication of improvement. However, it is pleasing to report full cargoes are the rule outward from the Pacific Coast. Cargo from there exceeds space to such an extent that, as a result of the constant withdrawals of Shipping Board vessels, no less than 36 additional Japanese steamers have been placed on the Northern Pacific berth, being fully booked for ports in Japan and China. One of these lines has five sailings out of Seattle for December, and with the other lines, these sailings constitute the first loadings in more than two years. When it is considered that none of this tonnage comes within the Japanese Subsidy Act, and therefore the vessets have to show a profit from earnings, it seems passing strange that the authorities failed to put into commission some of the 800 steel steamers of the Shipping Board that now clut up the mooring berths in the more important harbors.

The sustained westbound movement of cargo has operated to firm outward rates. Homeward the rate on copra to Atlantic ports has been reduced from G\$16 to G\$14 per long ton.

During December two new transpacific lines entered the Philippine Islands trade. The Columbia-Pacific Company have their first sailing for Portland in January, and the Canadian Salling for Portland in January, and the Canadian Government Merchant Marine inaugurated their services to San Francisco, Seattle and Vancouver, B. C., with a sailing from Manila the second half of the month under review.

Much opposition to the proposed application of the coastwise laws to the Philippine Islands, February I, is developing both in the Islands and at Atlantic ports. The main objection appears to be that the Atlantic berth, which is now served by one American and seven foreign lines, will, under the proposed extension, be restricted to but one American company, thus having all the earmarks of a monopoly.

Had the Shipping Board made early announcerad the Shipping Board made early announcement that steamers would be allocated to several lines in the replacing of the foreign services, it is safe to say that there would have developed little, if any, opposition to the proposed application of the coastwise laws. To lesser degree this is also applicable to the Pacific coast.

The Shipping Board invited the representatives of steamship lines and Chambers of Commerce to meet with them in December to consider the permanent assignment of Shipping Board passenger vessels in the trans-Pacific services. The full building program calls for 23 combination cargo and passenger vessels, of which seven of the 502-foot type and ten of the 535seven of the 302-foot type and ten of the 535-foot type have been completed and delivered, the remaining six of the 535-foot type being slated for April delivery. Tentative assignment of the remainder of these vessels calls for five on the New York-South America run, and the balance on the Atlantic.

New York advices are to the effect that the Navy Department has laid up the four colliers attached to the Pacific Fleet, replacing them with four Shipping Board cargo vessels of an average tonnage of 9,500 tons d. w.

### THE TEXTILE MARKET

By L. S. Brown. Manager, Textile Department Pacific Commercial Co.

The cotton ginning report of 6,648,136 running bales was issued by the Government on November 9. This report, while it caused the price of cotton to decline, seems to be regarded by cotton goods manufacturers as encouraging. They feel that it will justify more reasonable views of cotton values for the season, thus views of corron values for the season, thus making it possible to prevent cotton goods prices from rising unduly in relation to the values of other textiles. That the trade is apprehensive of its ability to distribute as freely next year as it did this year, because of a rise in prices, seems manifest, and most manufacturers feel that in order to obtain a reasonable volume of business, prices must be held very close.

This ginning report of 6,645,136 bales as compared with the Government final crop estimate of 6,537,400 bales caused cotton prices on the New York Produce Exchange to fall off some 100 odd points, and has caused the trade to look forward to a crop of around 7½ million bales when the final ginning figures are announced. In this connection it might be pointed out that in 11 years the Government has underestimated the crop nine times and its underestimates have ranged from 30,000 800,000 bales.

The drop in raw cotton does not see affected finished goods prices materially, and while prices fell off somewhat, the market is reported as being firm with nearby deliveries on many classes of goods difficult to option.

Locally, business has been very spent during the month. Very little Christmas buying seems to have been done, and as local dealers have fair stocks, they show no interest in new commitments.

### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS Manager, International Banking Corporation

No report on the Exchange Market was given in the December issue of the Journal, and in order to bring the review up to date, the month of November is included in this report.

The last report closed on October 28 with United States rates at about the level of  $1\frac{1}{2}\%$  for demand, and  $2\frac{1}{2}\%$  for telegraphic transfer,



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MARINE CONSTRUCTION PLANT TELS. 213-668-4391 SUGAR CONSTRUCTION PLANT TELS. 4709-292 and there was no change until November 15, when the absence of export paper began to make itself felt and rates went to 2% and 3%, equalling the rates quoted by the Insular Treasurer. On the 17th, several banks made application to the Treasurer for telegraphic transfer, but were put off with the information that all applications must be referred to the Governor-General. This immediately put the element of uncertainty into the market and rates rose to  $3\frac{1}{2}\%$  for telegraphic, and to 4% on the 18th.

The market remained at 4% until the 26th, when the Insular Treasurer announced that he had ceased selling New York Exchange until further notice. Rates immediately began to climb and registered a fairly steady rise until telegraphic transfer reached 11½% on December 20th. At this point, however, weakness set in and rates declined rapidly with no buyers in sight, and this report closes on December 23 with the market in an unsettled state and rates quoted quite nominally at from 6% to 8% for demand and 7% to 9% for telegraphic transfer.

One item of interest in the exchange situation during November and December has been the gradual firming up of the cable rate on London in New York, which gradually rose from 391½ on November 1 to 424¾ on December 12. The last rate to hand at the closing of this report was 419½, quoted on December 22. This has, of course, had a direct effect on the local sterling rates. Telegraphic transfer on London was quoted at 2/5-1/2 on November 1 and gradually dropped to 2/1-1/4 on December 20. The buying rate for four months sight credits which was called 2/7-3/16 on November 1 reached a low level at 2/2-15/16 on December 20. These quotations were raised to 2 2 and 2/3-11/16, respectively on December 23.

Business in general continues very depressed, as the violent fluctuations in exchange recorded above clearly indicate.

### LUMBER REVIEW

(For Fourth Quarter of 1921) By Arthur F. Fischer, Director of Forestry

While the complete reports of production and sales from the larger lumbering operations are available at present for the month of October only, the incomplete returns for the remainder of the year indicate a gradual increase in the business. Two of the four mills reported closed have reopened in November and December, respectively, and a third has continued to work intermittently as small orders were received.

Several mills report a fair volume of new orders as well as former orders unfilled so that unless further depressed by the financial conditions prevailing, it is believed that the lumber market will continue fairly active and possibly improve to a fair extent.

The lumber production by 22 of the larger mills during October was 7,019,418 board fet as compared with 8,401,971 board feet in October, 1920, while shipments from the mills amounted to 6,261,636 board feet as compared with 6,854,107 board feet in October, 1920. Lumber stored in the yards of these mills totaled 23,727,539 board feet at the end of October, 1921, as compared with 11,073,923 board feet in 1920.

Report from 14 of these mills for November shows a total production of 4,244,130 board feet and shipments of 4,345,149 board feet as compared with a production of 5,714,842 board feet and shipments of 5,026,196 board feet for the same mills during October, 1921.

This indicates the results of the depression through which the Industry is passing as the reopening of the mills and the new orders mentioned above came too late to counterbalance the reductions in production and shipment which had been taking place during the third quarter.

### AUTOMOBILE MARKET

By Bruce J. Miles
Far East Representative, General Motors
Export Company

Unusually wet weather during November and pecember has had a bad effect on the sale of new gasenger cars, although the sale of used cars ias kept up fairly well. Some of the local stocks of new cars have been reduced to the point where if the work of the dealers are now bringing in fresh sipments. The stock of used cars has been onsiderably decreased in the last ninety days. Several dealers have recently been selling more second-hand cars than new ones.

Pierre L. Du Pont, President of the General Motors Corporation, believes that we have not maly reached the end of price reductions, but that a definite upward movement is to be expected.

"I look for an upward trend in prices in the mear future," says Dupont, "following the lead of lumber and steel, automobile prices should increase. Winter and spring should see important developments in the industrial world and particularly in the automotive field."

### THE RETAIL TRADE

By THE EDITOR

A canvass of stores along the Escolta during thristmas week indicated that retail business was only about 50 per cent of December last var. Jewelry, gent's furnishings, shoe, dry gools, drug and stationery stores report a decided slump in receipts, ranging from 30 to 0 per cent. Prices have dropped considerably from last year, and as a result the quantity of goods sold did not show such a marked decrease, but probably was not over 65 per cent of normal.

Merchants in general state that this year's femand during the Christmas season was for meaper grade goods, quality having been a scondary consideration. This was different from previous seasons, when customers were apt to be more particular as to the class of goods purchased. The principal consideration his season seemed to be price.

As an indication of how business has slumped, a certain store on the Escolta specializing in the cheaper grades of goods took in P432 one sturday in December as compared with P870 for the same Saturday last year.

One or two of the older established stores eport a very fair month of December, although recipts were not up to what might have been expected. They are making allowances for the general business depression. The general tone in retail circles was pessimistic. A return to bornal is not looked forward to before the end of this year.

# Application of the U. S. Coastwise Laws to the Philippine Islands

(Continued from page 13)

policy that transcends the Philippine question—from an American national standpoint. Unless very cogent reasons to the contrary are brought to bear on the matter, there is every reason to expect the extension to go into effect next February. Through it the American merchant marine will benefit appreciably and the way will be opened for making Manila a larger, more prosperous and more important port than it ever was. This will benefit all the inhabitants, Americans, Filipinos and foreignes alike, and opposition on political grounds will probably prove unavailing. At any rate, we should all be prepared to give the measure a chance to demonstrate its worth.

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### COMMERCIAL NOTES FROM ALL OVER THE WORLD

(These notes are compiled from trade and commercial publications from all over the world to which the American Chamber of Commerce subscribes or which exchange with the American Chamber of Commerce Journal. They are believed to be authoritative.)

The American Manufacturing Company, which in recent years has been the largest manufacturer of jute bagging used for baling cotton in the United States, with plants in New York, St. Louis, and Charleston, South Carolina, has closed its New York factory and is preparing to begin the manufacture of bagging in India, having moved its machinery to a new modern plant about 30 miles from Calcutta. Cheaper labor and lack of tariff protection are assigned as the reasons for the change by Anderson Gratz, a pioneer in the industry, who predicts that within one year no more bagging would be made in the United States.

Vegetable oil producers of Japan held a meeting recently at which they decided that a statement should be introduced to the government asking for an increase of the import duty on coconut oil and other oils and a decrease in the import duty on raw material, except in the case of Chinese rapeseed, which competes with Japanese colza.

American dye manufacturers have begun an active campaign against their German competitors in the Japanese market. The American firms are offering goods on consignment and on long credits, meeting the German prices fearlessly.

An Imperial ordinance was issued the end of October exempting imports of rice into Japan from customs duty until the end of October 1922. Importers, however, believe that the edict will have little or no effect on the rice market, as the Japanese home production, in addition to half of the stock left over from last year, is estimated to be sufficient to fill the home demand.

The Jiji, an important Japanese paper, commenting on the proposed application of the United States coastwise laws to the Philippines, doubts if the measure will be put into effect next February as contemplated. This paper assigns two reasons for this belief: first, that the cost of running American ships is 30 to 40 per cent higher than that for other ships; second, that Great Britain would close the trade with her Dominions to American ships, in retaliation.

Exports of American automobiles for the first seven months of 1921 exceeded by \$28,674,000 the total for the whole record year 1913 and were not much below the aggregate value of all exports from 1902 to 1912 inclusive.

Commodity divisions, under competent heads, devoting special attention to specific commodities, have been organized by Dr. Julius Klein, chief of the Bureau of Foreign and Domestic Commerce. The following divisions have already been organized: agricultural implements, George B. Bell, chief; automotive, Gordon Lee, chief; electrical, Ruben A. Lundquist, chief; fuel, Henry C. Morris, chief; industrial machinery, Walter H. Rastall, chief; iron and steel, Walter S. Tower, chief; lumber, Axel H. Oxholm, chief; rubber, Paul L. Palmerton, chief; foodstuffs, E. G. Montgomery, chief; textiles, Edward T. Pickard, chief; shoes, Arthur B. Butman, chief.

It is reported that a Tasmanian firm has secured a contract for 60,000 sleepers for the Chinese railroads, with promise of further orders

In the tobacco auction, held at Amsterdam on October 7, Java tobacco brought prices far above the estimated figures, most of it being bought for German importers.

Negotiations for the amalgamation of the Schulte chain of cigar stores and the United

Cigar Stores were broken off about the beginning of November, according to latest mail advices from the United States.

The tobacco situation in Porto Rico is reported as pretty bad. José B. Matienzo, who recently returned to the United States from an important mission to Porto Rico for one of the largest tobacco concerns, says that "most of the growers have either got their tobacco in the hands of the banks, or they are holding on to it with the expectation that better prices will be obtained later on."

The government of India has appointed a financial committee, consisting of two representatives of the government, five Englishmen and seven Indians, to study and report on all questions relating to tariffs.

The China Pencil Manufacturing Company has been established at Chinkiang, Kiangsu, with a capacity of 1,200 dozen pencils a day. A good grade of local graphite is used.

The next Lyons Sample Fair will be held in the French city from March 1 to March 15, inclusive, 1922. Exhibitors' stands resemble a small shop or office, 13 by 13 feet, and 10 feet high.

Rubber-soled canvas shoes have been introduced with a moderate degree of success into the Dutch East Indies by an American manufacturer.

The results of the Chilean census of 1920, just published, show a total population of 3,754,723, an increase of 505,444 since 1907. Santiago has a population of 546,812, Valparaiso 265,754, and Concepción 142,452. There were 115,763 foreigners in Chile in 1920 as against 134,524 in 1907, a decrease of 18,761.

The United States Bureau of Foreign and Domestic Commerce estimates that of the total coconut crop of the world, the Pacific archipelagos produce about 10 per cent, the Dutch East Indies 16 per cent, the Philippines 15 per cent, Ceylon and continental Asia 55 per cent, Africa 2 per cent, and tropical America 2 per cent. Unofficial estimates place the investment in coconuts and plants handling their products at about \$2,000,000,000, of which over one-half is invested in land and groves. In the Philippines the percentage of properly cultivated trees is less than 1 per cent, which explains the average annual yield per tree of less than 25 nuts, or about one-fourth the normal crop on well-managed estates.

The Brazilian market is improving slowly, the general tone being strong and sales increasing. The recent American loan was a success and the new internal loan is selling well in the interior. The new income tax was meeting much opposition at the end of October, and there was considerable agitation for official valuation of other products in addition to coffee. The majority of factories in Rio de Janeiro and Sao Paulo are working full time.

An improved feeling was evident during October in Chile. Exports have fallen off sogreatly as compared with imports, that a new internal loan is being talked of. The nitrate producers and the American and European buyers have agreed on prices until July 1922.

Business conditions in Mexico showed slight improvement during October. The national budget, introduced November 1, recommended a reduction of \$73.050,000 in the War department, while the Education and Finance department, while the Education and Finance department.

ment-budgets were increased P10,000,000 each, the Finance department increase being destined for first payment on the debt to the banks. Wages are being reduced generally.

Reports from Consul General A. W. Wendell of Calcutta indicate that there is a big field for engineers in India. Ceylon, Bombay, and Calcutta are all undertaking big engineering projects, and there is a general industrial awakening throughout the country. Ceylon recently floated a 6,000,000 pound, sterling, loan for public works.

Cotton is planted on 14,000 acres in Queensland, Australia, this year, as compared with 1,200 acres last year.

An immense irrigation scheme, comprising 26 locks and weirs in the Murray river, extending over a distance of 1,068 miles, is being carried out jointly by the Federal government of Australia and the State governments of South Australia, Victoria, and New South Wales, at a total cost of seven million pounds sterling. The first lock and weir were recently completed at Blanche Town, South Australia.

Surplus commodities on hand in Argentina at the end of October were as follows: wheat, 1,290,000 tons; corn, 1,480,000 tons; linseed, 120,000 tons; oats, 137,500 tons. Foreign capital—British, German, and American—coming to the country is directed largely to investment in petroleum developments. Immigration is increasing from Spain, Italy, and Germany. Some unemployment is in evidence, but labor unrest and strikes have been decreasing in the interior. There has been an increase in the wages of federal employees. Three American export houses withdrew from the field during October. The cost of living is decreasing and credits are more difficult to negotiate.

The British Industries Fair for 1922 will be held in London and Birmingham from February 27 to March 10, inclusive. Textiles will not be included this year. Admittance is restricted to trade buyers. The London section is divided into 12 groups: musical instruments; furniture and basketware; sports goods, toys, etc.; jewelry, silverware, cutlery, etc.; scientific and photographic articles; chemicals and drugs; stationery and printing; fancy goods, traveling requisites, etc.; brushware; pottery, glassware, china and earthenware; foodstuffs and beverages; boots and shoes, leather, etc. The Birmingham section consists of 11 groups: brassfoundry, hardware and ironmongery; metals; construction, building and decoration; power, lighting, heating, cooking and ventilating; engineering; agriculture; mining; motors, motor cycles, cycles, perambulators, and their accessories; guns, saddlery and harness, fishing tackle; brewing, distilling and catering; services.

The new Royal Exchange was opened by King George at Manchester on October 8. It has a floor space of 1 1-3 acres and covers 8,222 square yards of ground, being the largest exchange building in the country.

Canada is raising the letter postage rate to other parts of the Empire from 2 to 3 cents, with 1 cent additional war tax, while the postage to foreign countries has been increased from 5 cents for the first and 3 cents for each succeeding ounce, to 10 cents for the first ounce, with 5 cents for each additional ounce or fraction thereof.

At the annual convention of the Investment Bankers Association held at New Orleans, October 31 to November 2, the opinion was rely expressed that the corner has been turned or better business.

San Francisco advices are to the effect that the labor situation on Hawaiian sugar and pinemple plantations has considerably improved. Mages have been considerably reduced, and the prospect of obtaining Chinese laborers is rearded as brighter. It is thought that Congress will approve the admission of Chinese under moner restrictions.

The Dutch East Indies Third International Fair will be held in Bandoeng in the latter part of September 1922. There will be no restriction to the origin, type or class of the article or commodity to be exhibited.

British commercial writers express great hopes for the future of the British steel industry, daiming that the country is now in a good position to compete with the world. It is sated that Great Britain can now turn out 12,000,000 tons of steel annually, of which 1000,000 tons can be exported.

### BOND SAYS PROSPECTS FOR P. I. CIGARS ARE GOOD

Charles A. Bond, tobacco agent for the Philippine government, returned to New York, recently, with convincing evidence of bright prospects for the Manila cigar trade throughout the country, says the Tobacco Record.

His inspection trip, which was long and aduous, covered chicago, Milwaukee, Minneapolis, St. Paul, Butte, Spokane, Seattle, Fortland, Ore., San Francisco, Sacramento, Reno, Los Angeles, Salt Lake City, Denver, Kansas City and St. Louis. In each city he sought to ascertain the exact condition of present business as regards the growing demand for good Manila cigars.

A number of prominent and successful distribwors of Manilas, particularly in the Mississippi Valley and on the Pacific Coast, are devoting valley and on the Pacific Coast, are devoting their attention principally to shaped cigars that retail at five cents each. The trend of trade is decidedly toward a nickel cigar. In this class, the hand made, long filler Manila in workmanship, appearance and real quality is unquestionably the best on the market.

Notably there is less business done in the the the the theaper Londres. A number of importers regard Londres now as comparatively unimportant. In some shipments recently received, Londres term not more than a tenth of the quantity imported. Instead of ordering Londres, numerically included in the control of the control wis live jobbers are featuring sizes that empha-

### NEW MEMBERS

Since the last published list in the December ssue, one new Active member has been elected, the Bachrach Motor Company. The following Beachrach Motor Company. The following Bew Associate members have been elected: Paul L. Lambert, 95 Escolta, Manila. Arthur W. Woods, Silay, Occidental Negros. F. V. Shannon, 129 Juan Luna, Manila. C. F. Massey, 129 Juan Luna, Manila. Hilton Carson, 1127 M. H. del Pilar, Manila. George A. Malcolm, Supreme Court, Manila.

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### Some Things American Exporters Should Know

By George I. Frank

(Lack of knowledge of exchange and credit conditions in foreign countries on the part of American manufacturers is designated by George I. Frank, of Frank and Company, as one of the principal drawbacks to American foreign trade. Mr. Frank was recently requested by Typewriter Topics to write an article on general business conditions in the Philippines. The following article is a résumé of the material he furnished to Typewriter Topics and should prove of interest to local business men as well as to American merchants and manufacturers desirous of increasing their Philippine business.— The Editor.)

The present stagnation of business in the Philippines was brought about largely by the falling off of our export trade and heavy imports. Our export and import trade is an index to our financial standing. Due to the fact that the Philippine government has been out of funds in the United States on several occasions, caused by heavy drafts for exchange purposes in payment of excess Philippine imports, we have several times approached a real crisis and virtually a moratorium.

The heavy excess of imports over exports has been due to a number of causes. Lack of foresight on the part of local merchants is, of course, a primary cause. Moreover, export orders can be stopped overnight by cable, for the purchase of raw products is practically conducted wholly by cable, while it takes from six to eight months to stop import orders after a crisis has developed. I shall now relate what actually happened.

### THE "DUMPING" PROCESS

As soon as the crisis developed at home, American houses began "dumping" goods on the Philippine market. Orders that had been held up for months, and even years, were shipped forward together with new orders, all together, with draft attached, regardless of the wishes of the customer or the effect it might have on

him. Many an honest firm the world over has been put out of business by this practice—a fine "killing of the goose that lays the golden eggs" of future business.

In addition to this condition of an avalanche of imports swamping our curtailed exports, the troubles of the Philippine National Bank, which misused the government's funds, caused a heavily fluctuating exchange rate, which constantly rose against the Philippine peso, reaching 16½ per cent at its maximum. In other words, importers had to pay P2.33 for every dollar's worth of goods, ordered when the dollar was worth two pesos. Besides, the market was becoming overstocked and prices were falling. While the rising rate of exchange did temporarily benefit exporters, because of the higher prices they obtained for their goods, it was a terrible ordeal for the importers. As a matter of fact, the rapidly fluctuating rate of exchange disorganized, disconcerted and impeded all business, both export and import.

### CREDIT CONDITIONS

I shall now take up the matter of credit conditions in the Philippines. I am not acquainted with conditions in South or Central America, but I presume they would be analogous to our

own. In the first place, we are far from our bases of supply. We must count on a very slow turnover of capital, partly because of our distance from the base of supply and partly because of the fact that we must extend ample credits to our own customers, a condition always found in undeveloped countries. As a rule it takes from three to four months for goods to reach our warehouses from the factory, so that if we were dealing on a cash basis, we would have to send in our payments four or five month in advance of receiving the goods. This is obviously an impossibility for 99 firms out of 100. We, therefore, must have recourse to the banks, which discount our paper and extends u letters of credit, reading "90 days' sight". the majority of instances we must make payment before the goods reach this port. In any event, the capital required to carry on business is mucl greater than it is in the United States or in country situated closer to the United States Local merchants labor under the most dis advantageous conditions conceivable as regard capital investment and credits. It should also be borne in mind that letters of credit, regard, less of a firm's good individual standing, activery difficult to obtain in abnormal times su as these-a fact which United States manufa turers seem not to understand. They persist in assuming that when a merchant does not

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furnish a bank letter of credit he lacks financial of credit standing in his community.

These general conditions apply to practically every line of business, including the office appliance line. Although there have been no imports of office appliances during the past six months, I estimate there are sufficient stocks in the Islands to last another year. The outlook the coming season is therefore very dull.

### BANKS CURTAILING IMPORTS

Another apparently adverse factor for the future is the fact that the government budget is about 25 per cent below that of last year. General Wood has wisely decreed rigid economy in government purchases, and such purchases are not an unimportant factor in this limited market.

This market has had an adverse balance of rade during the whole year. Exports are slow; imports are overstocked and the banks have a hig share of their liquid assets tied up in uncerpted shipments by importers. It is the im of the banks to curtail imports until the im of the banks to curtail imports until the cal stocks are cleared out, and they will open redits only for certain classes of goods in which they know a shortage exists. To illustrate: I know a dry goods firm here, established over 0 years ago, with a capital of \$250,000 and debts. They employ a buyer in New York is a commission basis. They wished to send an order for \$2,000 worth of silk stockings, of which they were short. The market hapened to be well supplied with silk stockings and credit was refused by two banks.

The great mistake of American manufacturers as been the afterwar "dumping" policy, which I have already referred to. Through it, merican trade and credit in the world have in injured, and an impression has been ated which it will take years of hard work overcome. We read about Henry Ford aving himself from a bad financial situation by "dumping" Fords-unordered-on his agents by "dumping" Fords—unordered—on his agents throughout the United States, attaching the draft and cancelling the agency if the draft was not met. We fail to see anything in this except an example of rather sharp business practice and of benefit to Henry only. It is a matter that involves the integrity of one firm only. llowever, when we see this practice praised by sputable business journals in New York City clever business practice, we Manila mer-nts are forced to conclude that commercial

nus are rorced to conclude that commercial indards in the United States are at rather y ebb. We fail to appreciate the "smart-kss" of such practices, having suffered under whip in a similar manner. In such cases he buyer gets hurt, but it will be found that be buyer is the final arbiter in the long run, ad as the years roll by he will repay shabby atment by withholding business from his esent tormentor as soon as competition perhits or offers a chance of escape.

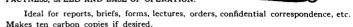
Speaking generally of world business conditions, I believe the quickest route back to permaley would be the cancellation or funding f the European Allied debts to the United tates. This would have the immediate effect of an appreciable rise in foreign exchange rates, increasing the purchasing power of the various nations and stimulating trade. A similar result would also follow a successful issue of the limitation of armaments conference.

### ANNUAL MEETING ON 28th

The annual meeting of the American Chamber of Commerce of the Philippine Islands will be held on Saturday, January 28. Three directors are to be chosen by the Active members to fill are to be chosen by the Active members to me the vacancies created by the expiration of the terms of Directors Avery, Green, and McCrory. The new Board of Directors will elect the officers of the Chamber within three days after its election, in compliance with the by-laws. A full attendance of Active members is looked forward to at the annual meeting.



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# MANILA TIMES

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DAILY AND SUNDAY

ADVERTISING RATES ON REQUEST

### SUGAR CENTRALS IN THE PHILIPPINES

There are 33 sugar centrals in the Philippines. according to a compilation just made by C. J. according to a compilation just made by C. J. H. Penning, manager of the Manila division of the Honolulu Iron Works. These centrals range in capacity from 50 tons to 2,500 tons per day. The large majority are situated in the province of Occidental Negros, the great sugar region of the Archipelago. Listed according to capacity, the Philippine centrals are as follows:

		Capacity in	
	Name	cane per	
1.	La Carlota		2,500
2.	Calamba		1,800
3.	Hawaiian-Philippine		1,800
4.	Pampanga Sugar Mills		1,650
5.	Ma-ao		1,500
6.	San Carlos		1,500
7.	Mindoro		1,200
8.	Pampanga Sugar Deve		1,200
9.	Bais		1,000
10.	Talisay-Silay		1,000
11.	North Negros		900
12.	Binalbagan		800
13.	Victorias		800
14.	Bacolod-Murcia		700
15.	Carmen		500
16.	Bearen		500
17.	Isabela		500
18.	Bago		300
19.	Palma		300
20.	Philippine Sugar Deve	lopment	300
21.	Magdalena		250
22.	San Isidro		250
23.	Capiz		150
24.	Mabalacat		125
25.	Canlaon		100
26.	Muntinlupa		100
27.	Pampanga Sugar Facto	ory	100
28.	Talisay		100
29.	Bernia		90
30.	Camansi		90
31.	Nueva Apoloma		90
32.	Saint Luis Oriental		90
33.	Tutigan		50
	Total	- • • • • • • • • • • • • • • • • • • •	22,335

The complete list of centrals together with all available information regarding each, as compiled by Mr. Penning, follows:

1. La Carlota Sugar Central:—La Carlota,

Negros Occidental; manager, H. Gifford; capacity 2,500 tons cane per day; began operation March, 1919.

Equipment: Honolulu Iron Works; 2 trains Equipment: Honolulu Iron Works; 2 trains consisting each of cane knives, crusher, 9 roller mill 34-78", 8 sterling boilers, 2-IV effects, 5 calandria pans, 28 crystallizers, 26-40" centrifugals, 16 filter presses. Pumps, centrifugals and conveyers electrically driven; three turbo generators.

generators.

2. Calamba Sugar Estate:—Canlubang, Laguna; manager, J. Dumas; capacity 1,800 tons cane per day; began operation December, 1914.
Equipment: Honolulu Iron Works; 2 sets cane knives, crusher, 12 roller mill 34 x 78, 7 multitubular boilers, 1 sterling boiler, 2 IV effects, 4 calandria pans, 22 crystallizers, 21-40" centrifugals, 18 filter presses. Pumps partly steam driven; conveyers electrically driven; centrifugals steam driven; two turbo generators engine gals steam driven; two turbo generators, engine driven generator.
3. Hawaiian-Philippine

3. Hawaiian-Philippine Company:—Silay, Negros Occidental; manager, R. C. Pitcairn; capacity 1,800 tons cane per day.
Equipment: Honolulu Iron Works and Catton, Neill & Co., Ltd.; 2 sets cane knives, 3 roller ton, Nelli & Co., Ltd.; 2 sets cane knives, 5 folier crusher, 12 roller mill 34 x 78", 6 sterling boilers (2 superheat), pre-evaporator, 1V effect, 3 calan-dria pans, 24 crystallizers, 24-40" centrifugals, 12 filter presses. Pumps and conveyers electric-ally driven; centrifugals steam driven; two turbo generators.

Pampanga Sugar Mills:--Del Carmen. Pampanga; manager, R. R. Hind; capacity 1,650 tons per day; began operation November, 1018

Equipment: Honolulu Iron Works Equipment: Honolulu Iron works Company; cane knives, crusher, 15 roller mill 34 x 78, 5 sterling boilers, IV effect, 4 calandria pans, 24 crystallizers, 24-40" centrifugals, 10 filter presses. Pumps and conveyers electrically driven; centrifugals steam driven; three turbo generators.

5. Ma-ao Sugar Central:—Negros Occidental; manager, José Gomez; capacity 1,500 tons cane per day; began operation in 1919.

Equipment: Catton, Neill & Company; cane knives; 3 roll crusher, 12 roller mill 34 x 78, 6 sterling boilers, IV effect, 3 calandria pans, 24 crystallizers, 24-40" centrifugals, 10 filter presses. Steam drive.

6. San Carlos Milling Co.:—San Carlos, Negros Occidental; manager, L. T. Farnham; capacity 1,500 tons cane per day; began operaion January, 1914.

Equipment: Honolulu Iron Works; crusher, Equipment: Honoidur for works, Cushers, 2 12 roller mill 34 x 78, 7 multitubular boilers, 2 sterling boilers, IV effect, pre-evaporator, 4 calandria pans, 18 crystallizers, 24-40" cen-trifugals, 10 filter presses, partly electrical drive; two turbo generators.

7. Mindoro Sugar Company:—Mindoro; capacity 1,200 tons cane per day; manager, R. E. Wright; began operation January, 1910. Equipment: Honolulu Iron Works; crusher, 9 roller mill 36 x 84, 6 multitubular boilers, one sterling boiler, IV effect, 3 calandria vacuum pans, 11 crystallizers, 16-40" centrifugals, 10 filter presses. Steam drive.

8. Pampanga Sugar Development Co., Inc.
—San Fernando, Pampanga; manager, J. Scott; capacity 1,200 tons per 24 hours; began operation 1921.

Equipment: Honolulu Iron Works: cane knives, 2 roll crusher, 12 roller mill 34 x 78, 4 sterling boilers, IV effect, 3 calandria pans, 18 crystallizers, 18-40" centrifugals, 10 filter presses. Pumps, centrifugals, and conveyers electrically driven; turbo generators.

9. Compañía Azucarera de Bais:—Bais, Negros Occidental; manager, D. de Urmeneta; capacity 1,000 tons cane per day; began operation May, 1919.

Equipment: Honolulu Iron Works; caneknives, crusher, 9 roller mill 34 x 78; 5 sterling boilers, IV effect, 3 calandria pans, 14 crystallizers, 14-40" centrifugals; 8 filter presses; space cooling system. Pumps, centrifugals and conveyers electrically driven. Three turbo generators.

10. Talisay-Silay Milling Company:—Talisay, Negros Occidental; manager, C. T. Lewis; capacity 1,000 tons cane per day; began operation in 1920.

Equipment: Honolulu Iron Works; cane knives, crusher, 9 roller mill 34 x 78, 4 sterling boilers, IV effect, 3 calandria pans, 14 crystalizers, 14-40" centrifugals, 8 filter presses; pumps, centrifugals and conveyers electrically driven; two turbo generators.

11. North Negros Sugar Company:—Mana-ola, Negros Occidental; manager, F. E. Greenfield; capacity 900 tons cane per day; began operation July, 1918.

Equipment: Honolulu Iron Works; 2 trains each consisting of knives, crusher, 9 roller mill 26 x 54, 4 multitubular boilers, 2 sterling boilers, two III effects, 4 calandria pans, 18 crystallizers, 14-40" centrifugals, 8 filter presses. Partly electric drive; direct engine drive generates

12. Binalbagan Estate:-Binalbagan, Negros Occidental; Acting Manager, E. Hoffmann; capacity 800 tons cane per day; began operation in

Equipment: Assembled; crusher, 9 roller mill 34 x 78, 7 multitubular boilers, IV effect, 1 calandria and 1 coil pan, 10 crystallizers, 12-40"

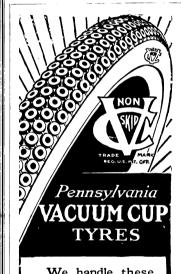
centrifugals, 8 filter presses. All pumps, cen. trifugals and conveyers electrically driven; one turbo generator.

13. Victorias Milling Company: Victorias, Negros Occidental; manager, W. Jones; capacity 800 tons per day.

Equipment: Honolulu Iron Works; cane knives, 3 roller crusher, 6 roller nill 34 x 78, 3 sterling boilers, IV effect, 2 calandria pans, 11 crystallizers, 10-40" centrifugals, 6 filter presses; pumps, centrifugals and conveyers electrically driven the turbs converter. driven; two turbo generators.

Bacolod-Murcia Milling Company:-Bacolod, Negros Occidental; manager, J. Kennedy; capacity 700 tons cane per day; began operation 1920

Equipment: Honolulu Iron Works; cane-



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Agenta 11 Plaza Moraga, Manila knives, crusher, 9 roller mill 30 x 60, 2 sterling boilers, IV effect, 2 calandria pans, nine crystalizers, 9-40" centrifugals, 6 filter presses. All pumps and centrifugals steam driven. Conveyers electrically driven. One engine driven generator.

15. Carmen Central:—Calatagan, Batangas; manager, J. C. Zabarte; capacity 500 tons cane per day; began operation February, 1914.

per uay; began operation retributy, 1914. Equipment: McNeil & Co.; crusher, 9 roller mill 26 x 42", 3 multitubular boilers, 10 crystal-lizers, 17-30" centrifugals, 10 filter presses, McNeil III effect, Babcock & Wilcox boiler. Steam driven.

16. Central Bearen:—Cabancalan, Negros Occidental; manager, Guillermo Lizarraga; capacity

500 tons cane per day.

Equipment: McNeil & Co.; crusher, 9 roller mill 24 x 42", 4 multitubular boilers, IV effect, 2 coil pans, 10 crystallizers, 4-36" and 4-30" centrifugals, 6 filter presses; alcohol distillery at-

uffugals, 6 filter presses; alcohol distillery at-tached; steam driven. 17. Isabela Central:—Isabela, Negros Occi-dental; manager, W. M. McQuaid; capacity 500 tons per day; began operation in 1919. Equipment: Catton, Neill & Co.; cane knives, 9 roller mill 26 x 54", 3 roll crusher, sterling boilers, 111 effect, 2 calandria pans, 8 crystal-lizers 9-40" centrifugals, 4 filter presses. Steam driven.

18. Bago Central:—Negros Occidental; manager, R. de la Rama, Iloilo; capacity 300 tons

Equipment: Crusher, 9 roller mill, 6 multi-tubular boilers, 111 effect, 2 coil pans, 6 crystalliz-ers, 3-40" centrifugals, 6 filter presses. Steam

driven.
19. Palma Central:—Ilog, Negros Occidental; manager, H. I. Shoemaker; capacity 300 tons cane per day; began operation 1916. Equipment: Assembled; 2 mills, 3 multitubular boilers, III effect, one coil pan, 12-30" centri-

fugals. Steam drive.

20. Philippine Sugar Development Co.:-Calamba, Laguna; manager, Gabriel Vivar; capa-cty 300 tons cane per day; began operation March, 1914.

Equipment: Not known. 21. Guanco Central (Magdalena):—Hinigan, Negros Occidental; manager, S. Ortega, ran. capacity 250 tons cane per day; began operation

Equipment: Geo. Squier Manufacturing Co.; crusher, 9 roller mill 20" x 35", 3 multitubular boilers, III effect, one coil pan, 6 crystallizers, 6-30" centrifugals, 4 filter presses. Steam driven.

22. San Isidro Central:--Kabancalan, Negros Occidental; manager, Juan Vidaurrazaga; capacity 250 tons cane per day; began operation

February, 1914.
Equipment: Honolulu Iron Works; crusher, 9 roller mill, 3 multitubular boilers, III effect, one calandria vacuum pan; 6 crystallizers, 5-30" centrifugals, 3 filter presses; steam drive.

23. Central Capiz:- Capiz, Panay; capacity

150 tons cane per day.

Equipment: McNeil & Co. and Honolulu Iron Works: 3 roll crusher, 6 roll mill 24 x 42", 3 multitubular boilers, IV effect, one coil pan, 6 crystallizers, 12-2nd sugar tanks, 7-30" centri-

fugals, 5 filter presses. Steam driven. 24. Mabalacat Central:—Managers, Green and George Sellner, Manila; capacity 125

tons per day.

Equipment: Aitken & Company; crusher, 3 roller mill 20 x 36, 2 multitubulars, III effect, one coil pan, one pre-evaporator, 3-90" centrifugals, 3 filter presses. Steam driven. 25. Canlaon Central:—La Castellana, Negros

Occidental; manager, José Gomez; capacity 100

tons cane per day.

Equipment: Geo. Squier Manufacturing Co.

Equipment: Geo. Squier Manufacturing Co. (closed down); crusher, 6 roller mill, 2 water tube boilers, III effect, coil vacuum pan, 3-30" centrifugals, 3 filter presses.

26. Muntinlupa Sugar Factory:—Muntinlupa, Rizal; manager, Carlos Young, Manila; capacity 100 tons cane per day; began operation

in 1911. Equipment: Aitken & Company; crusher, 3 roller mill 18 x 30, 3 multitubular boilers, 111 effect, coil pan, 2-24" and 1-30" centuifugals, 2 filter presses. Steam drive.

Pampanga Sugar Factory:-Florida Blanca, Pampanga; capacity 100 tons cane per day; began operation in 1917.

Equipment: Assembled (closed down and partly dismantled); crusher, 3 roller mill 18 x 36, 2 multitubular boilers, 2 water tube boilers, open train evaporator, calandria pan, 4 crystallizers, 5-20" centrifugals.

28. Talisay Factory: Talisay, Negros Occidental; manager, R. de la Rama, Iloilo; capacity

100 tons cane per day; began operation in 1912. Equipment: Assembled; crusher, 6 roller mill, 2 multitubular boilers, III effect, coil pan, 2 crystallizers, 3-30" centrifugals, 2 filter presses; steam drive.

29. Bernia Sugar Factory:—Florida Blanca, Pampanga; capacity 90 tons cane per day; began operation in 1918. Equipment: (Closed down).
30. Camansi Factory:—Isabela, Negros Occi-

dental; manager, Salvador Serra; capacity 90 tons cane per day; began operation 1917.

Equipment: Assembled; crusher, 3 roller mill, 2 multitubular boilers, open train evaporator, coil pan, 4-30" centrifugals, 1 filter press; 2 multitudiar foliers, open train evaporator, coil pan, 4-30" centrifugals, 1 filter press; steam driven.

31. Nueva Apoloma Sugar Factory:—Valle Hermoso, Negros Occidental; manager, Mr.

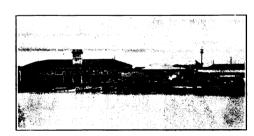
De la Viña; capacity 90 tons cane per day; began operation in 1917.

Equipment: Assembled; crusher, 3 roller mill, 2 multitubular boilers, one train evaporator, one coil pan, 4-30" centrifugals, 1 filter press; steam drive.

32. Saint Luis Oriental Factory:- Manaog, Pangasinan; manager, Thomas Rous, Manaog; capacity 90 tons cane per day; began operation

1910.
Equipment: Assembled; crusher, 6 roller mill, 3 multitubular boilers, III effect, coil pan, 6-30" centrifugals, 2 filter presses; steam drive. 33. Tutigan Factory:—Tutigan, Bohol; capacity 50 tons cane per day; began operation 1918. Equipment: Assembled; crusher, 6 roller mill, 2 multitubular boilers, III effect, coil pan, 2 crystallizers, 3-30" centrifugals, 2 filter presses; com drive.

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# CHAMBER NOTES

Among the provincial visitors last month was W. H. Gohn, of Davao, who spent the Christmas and New Year holidays in Manila. Mr. Gohn reports rather slack business conditions in Davao due to the low price of hemp and the high cost of freights between Manila and the Mindanao port.

The restaurant is enjoying increased female patronage, the ladies of many members' families finding it a convenient and satisfactory place for tea in the course of a busy shopping tour. The new cook is receiving many compliments on the uniform excellence of the luncheon menus that are offered the members who foregather in the Chamber for their noonday meal.

A numerous and select list of trade and commercial publications from all over the world is always on file in the main lobby of the Cham-ber's quarters. The publications are kept up to date and should be consulted more frequently by members.

The absence of many members during the Christmas holidays, they having gone to Baguio with their families, made the Chamber's quarters look somewhat deserted during the holiday season. Baguio is at its best this time of the year and continues to be an ideal summer resort until July, when the rains commence.

Beginning with this issue, the Chamber of Commerce Journal prints a complete résumé of the activities of the Board of Directors, thus acquainting the members with the nature and diversity of the matters that are brought up for discussion at the regular board meetings.

The Directors are holding noonday meetings with the Active and Associate members twice with the Active and Associate members twice a month now, on the second and fourth Wednesdays. The first Wednesday get-together took place on December 14. The President called upon those present to take the Forum. Mr. Hillberg responded with a brief talk on the matter of steel bars. Mr. Butts and others took up the discussion. Other topics of interest took up the discussion. Other topics of interest took up the discussion. were taken up informally and discussed. At these meetings, the Directors expect members, Active and Associate, to come forward with any suggestions they may have for the conduct of the Chamber's affairs.

The J. G. White Management Corporation, of New York, has issued in attractive booklet form the address on "Scuttling the Philippines" delivered by Charles M. Swift, president of the Manila Electric Company, before this Chamber on February 7, 1921. Copies have been received by the Chamber.

V. S. McClatchy, representative of the Japanese Exclusion League of California, has sent the Chamber a copy of his Brief on Japanese Immigration and Colonization, prepared for consideration of Secretary of State Hughes. It is a printed booklet of 107 pages containing all the latest information bearing on the question

The Chamber is in receipt of a circular from the Amoy Civilians' Association, dated Novem-ber 21, bearing on the troubles that have arisen over some Chinese laborers at the Butterfield and Swire jetty.

There is no improvement apparent as to the There is no improvement apparent as to the unemployed. During December there were 21 new registrations, while 13 were taken off the list, 6 of whom obtained employment through the Chamber, A. Schipull, in charge of the Employment Bureau, announces.

To date the total registrations amount to 155, of whom 53 have either secured employment or have left the Islands. Of the 102 remaining, 22 are labor foremen, 20 office men,

15 mechanics, 5 accountants, 5 warehouse men, 5 carpenters, 5 salesmen, 3 constructing engineers, 3 stenographers, 2 translators, 2 plumbers, and one civil engineer, one mining engineer, one mechanical engineer, one construction superintendent, one master mariner, one radio operator, one well driller, one lumber man, one live stock man, one baker, one farmer, one painter, one printer, one saddler, and one blacksmith. A collection box has been placed in the office

for special contributions for the families of men who are sick in hospital.

WHERE JOURNAL GOES

The American Chamber of Commerce Journal reaches the 1,200 members of the Chamber in the Philippines; many Americans, foreigners and Filipinos outside of the Chamber; every chamber of commerce in the Far East; many subscribers in the Far East outside of the Philippines; every important chamber of commerce, board of trade or commercial club in the United States; numerous subscribers in the United States and Europe. Several copies go to every passenger steamer touching this port, to be placed in the library.

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# MISSING PAGE(S)

### Activities of the Chamber's Special Sections

REAL ESTATE SECTION FORMED

The month of December witnessed the birth a new Section—the Real Estate Section, on December 8. Those present were Members H. D. Kneedler, H. W. Elser, R. M. Buck, P. D. Carman, F. J. Perrine, and G. C. Sellner. Dr. Kneedler was elected chairman. The first matter taken up was the proposed zonification of the City of Manila. The Mayor's plan and that of the Builders' Section of the American

Chamber of Commerce were discussed.

Another meeting of the Real Estate Section
was held on December 10. Those in attendance was neig on December 10. Those in atternance were Dr. H. D. Kneedler, chairman, H. W. Elser, F. J. Perrine, B. A. Creen, R. M. Buck, and P. D. Carman. W. M. Butts of the Builders' D. Carman. W. M. Butts of the Bui Section was also present at this meeting. ponification plans were again taken up and the Real Estate Section agreed with the plan sub-mitted by the Builders' Section with the excep-tion of the river frontage in the district of Santa Ana and the section in Santa Mesa north of the milroad. A joint meeting with the Builders Section was decided upon for December 12.

### BUILDERS' SECTION

The first meeting of the month was held on December 5. Those present were C. G. Wrentmore, chairman, S. D. Rowlands, W. J. Odom, G. H. Hayward, G. E. Schreiber, Wendell M. Butts, W. C. Dotson, F. E. Hedrick, John Gordon, Frank D. Yost, and Henry Musser.

A communication from the Mayor requesting the cooperation of the Chamber in the proposed monification and defining the proposed districts was read and discussed at length. A committee was finally appointed to study the proposed plan and report back thereon on December 12 pan and report back thereon on December 12 with recommendations. This committee was also instructed to get in touch with two real state men and work in conjunction with them. The committee consisted of G. H. Hayward, dairman, F. E. Hedrick, and W. J. Odom. Another committee composed of John Gordon, was named to assist the Secretary in collecting and compiling a complete list of all the building odes and ordinances of the city of Manila.

### Sections Hold Joint Session

On December 12, the Builders' and Real Estate Sections held a joint session, Chairman Wrentmore of the Builders' Section presiding. The others present were W. M. Butts, W. J. Odom, and S. D. Rowlands, representing the Builders' Section, and H. D. Kneedler, H. W. Elser, and G. C. Sellner, representing the Real Fetate Section Estate Section.

The general opinion being that the definitions of the different classes of zones as proposed by the Gity Engineer should be more explicit, a resolu-tion was adopted authorizing the chairman to appoint one member from each Section to confer with the City Engineer in order to obtain a more explicit statement as to what industries should be allowed in the industrial, semi-industrial and commercial zones. H. D. Rowlands, of the Buiklers' Section, and Chairman Kneedler of the Real Estate Section, were named as a committee in compliance with this resolution.

### Zones Defined

The next meeting of the Builders' Section was beld on December 19, the following members being present: C. G. Wrentmore, chairman, S. D. Rowlands, A. E. Haley, A. G. Hillberg, W. J. Odom, Charles G. Gabelman, William E. Gabelman, W. M. Butts, A. E. L. Best, C. A. Clark, C. G. Lohr, and Kirk D. Parker.

Mr. Rowlands reported that the representa-ves of the Builders' and Real Estate Sections had interviewed the Mayor that morning with the result that Mr. Rowlands had been requested submit a tentative plan of the proposed zonification which would include in the commercial district the land along Rizal Avenue to the San Lazaro estero, a commercial district in the vici-

nity of the Paco market and one along the river front in the Santa Ana region. Dr. Kneedler was to submit a revision of definitions of the zoning district. Dr. Kneedler's definitions were taken up for discussion and approved. They are as follows:

An Industrial Zone is a zone or district where any industry that may be permitted by the Director of Health within the City limits may be conducted, subject, of course, to the regulations provided.

2. A Semi-Industrial Zone is such a zone or district where all factories that are not of an offensive nature may be permitted. This will include practically all factories such as tobacco factories, distilleries, shoe factories, wholesale clothing factories, saw mills, carpenter's shops, blacksmith shops, large automobile repair shops, foundries, rice mills, etc.

3. The Commercial District would allow all commercial houses and industries, prohibiting saw mills, rice mills, foundries, tobacco factories, distilleries, steam laundries and all like industries that would be detrimental to a commercial

4. The Residential Zone is one in which none but residences should be allowed and such small

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SECRET SERVICE	32
BROKEN GLASSES	2144

business or commercial undertakings as small retail stores, retail drug stores, small tailor shops, etc. In this district no public garages or stables should be allowed on the main thoroughfares.

The proposed definitions, as above set forth, were approved.

Dr. Kneedler's citation of a method for expeditious and fair reclassification of zones such as is used now in Portland, Oregon, and by which individual property may initiate a reclassification for final action by the City Council, was read and approved in principle.

Mr. Rowlands' plan for zonification was adopted.

A committee consisting of A. G. Hillberg, chairman, and S. D. Rowlands was named to look into the report to the effect that a recent court decision rules that an architect or engineer is not entitled to compensation for work on a proposed project unless the project is actually undertaken

### LEGAL SECTION BEING ORGANIZED

One of the lawver members of the Chamber is busy organizing a Legal Section of the American Chamber of Commerce. It is hoped that the next issue of the *Journal* will be able to report the formation of such a Section, which would doubtless become one of the busiest and most important ones of the Chamber.

### Now On Mayor's Committee

The Builders' and Real Estate Sections have The Builders' and Real Estate Sections have already found out the value of organization and cooperation. The Builders' Section has now secured representation on the Mayor's Committee on revising the concrete steel construction ordinances, Mr. Butts having been designated by the President as representative of the American Chamber of Commerce.

### COLONEL CHARLES D. RHODES

Colonel Charles Dudley Rhodes, Chief of Staff of the Philippine Department, whose portrait appears on the cover of this issue of the American Chamber of Commerce Journal, has a war record equalled by few officers in the American Army. As Major General, commanding the 42nd (Rainbow) and 34th Divisions in France and of Base Port No. 2, at Bordeaux, France, and as American representative on the Armistice Commission at Spa, he won real distinction during the conflict, not to mention the many commands and staff positions which he filled with credit previous to the War. he filled with credit previous to the War.

Colonel Rhodes graduated from Columbian University, Washington, D. C., in 1885 and from West Point in 1889. He is an honor graduate of the Army Service Schools at Fort Leavenworth, 1908, and of the General Staff College, 1920. From 1906 to 1912 he was Leavenworth, 1908, and of the General Staff College, 1920. From 1906 to 1912 he was lecturer before the Army War College and other military bodies. In 1899 and 1916 he was editor and associate editor, respectively, of the Journal of the United States Cavalry Association. He is author of "The Cavalry," a volume published by the Review of Reviews Company in

Col. Rhodes began his active military career in the Brule Sioux Indian campaign, 1890-91. In 1898 he took part in the campaign of Santiago de Cuba. He also participated in the Boxer campaign in 1900 and in the Philippine insurrection, 1900-03. He was actively engaged in quelling the Moro insurrection in Jolo in

In 1917 Colonel Rhodes began his service with the American Expeditionary Force, serving first in the Marbache sector. He was then made Brigadier General, commanding the 157th Field Artillery Brigade, through the Aisne-Marne offensive, the St. Mihiel offensive and the Argonne-Meuse offensive; finally being promoted to Major General in command of the 42nd (Rainbow) and 34th Divisions. He was the American member of the Inter-Allied the American member of the Inter-Allied



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For his services as associate editor of "Upton's Military Policy of the United States," 1915, Colonel Rhodes was commended by Secretary of State Elihu Root. He has also been the recipient of numberless citations, commendations and recommendations on account of meritorious service in the various posts and assignments he has filled during his long and

distinguished army career.

Colonel Rhodes has been Chief of Staff of the Philippine Department since February 1, 1921

### SIAM INSTALLS AMERICAN PAPER MILL

With equipment recommended by the Bureau of Standards of the U. S. Department of Com-merce, Siam will soon have an experimental paper mill made in America.

The mill is complete in every detail and spare parts and supplies are included in the shipment. It is patterned after the experimental paper mill of the Bureau of Standards that has been in operation since 1913 and was made by representative manufacturers of paper mill machinery in this country. The mill being sent to Siam is about 50 per cent larger than the one at the Bureau of Standards and is capable of producing 1,200 pounds of paper daily.

Siam is interested in paper making because of shall be interested in paper maning some of her grasses, weeds and other fibrous plant products into paper. The paper mill will be used in making researches which will aid in the development of a Siamese paper industry.

Bureau of Standards tests have shown that

rye straw, banana tree stems and lalang grass will make paper. These materials were sent to the bureau from Siam and were made into paper in the paper mill there. Siamese experiments will be made to develop the best methods of using jawa weed and other plants of the country, as well as waste paper.

America is also sending to Siam with the mill a trained paper maker and engineer, who with

superintend the erection and operation of the

### WORLD'S BIGGEST DREDGER

The largest dredger in the world has recently been launched from the yard of Messrs. W. Simon & Co., Ltd., Renfrew, for the Com-missioner of the Port of Calcutta. The craft is 370 feet long, is capable of raising and dis-charging 5,000 yards of sand and silt per hour and will operate on the Hooghly.

The next issue of the American Chamber of Commerce Journal will pay special attention to the commercial exhibits at the Philippine Carnival and the Commercial and Industrial Fair in connection with the celebration. A number of special articles will contribute to make it the most interesting issue yet published. Order your copy early, or, better still subscribe.

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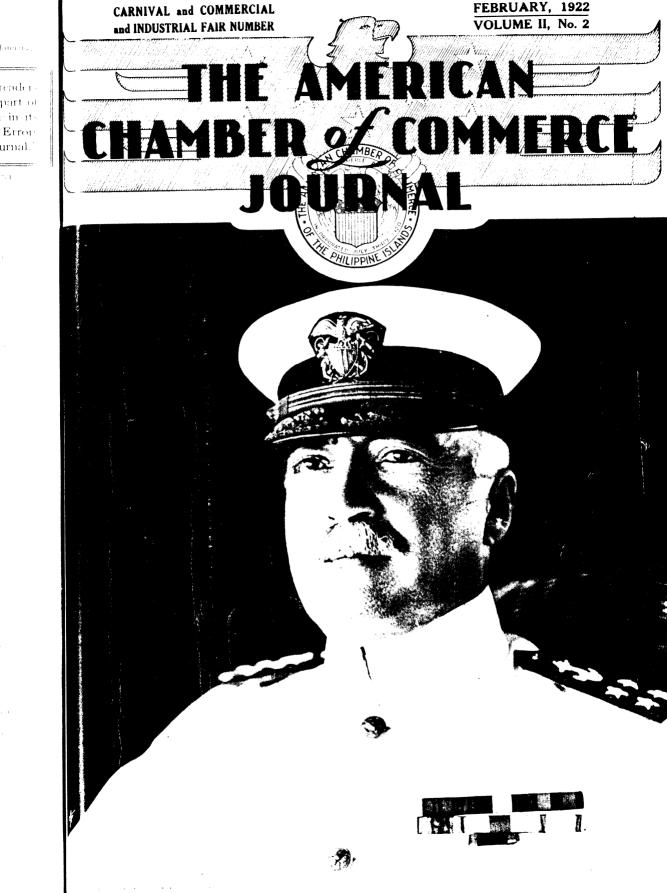
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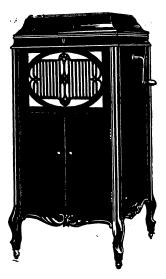
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# American Chamber of Commerce Journal

PUBLISHED MONTHLY

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who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

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is successful, is that our branch banks enter completely into the life of the countries in which they are located. This makes it possible for the executives in charge of our foreign branches to combine their thorough knowledge of American banking and business methods with a keen insight into local business practices.

Moreover, the extensive facilities possessed by our foreign branches and affiliates for obtaining credit and commercial information and for properly taking care of all business passing through their hands, enable our American clients to operate abroad with the same feelings of security and satisfaction that they have in their local business transactions.

We shall be glad to further explain our facilities for transacting the foreign business of merchants, manufacturers and bankers.

# Asia Banking Corporation

52-54 ESCOLTA, MANILA, P. I.

HEAD OFFICE:

New York City

WESTERN UNITED STATES BRANCH: San Francisco, California

OTHER FAR EASTERN BRANCHES:

Shanghai, Hongkong, Tientsin, Canton, Hankow, Changsha and Peking, China; Singapore, S. S.

### Prominent Americans in the Philippine Islands

JOHN J. RUSSELL Head of Russell & Co., Brokers

Any American who has been in the Islands for 20 years or more considers himself justified in referring to himself as a "pioneer". But "Johnny" Russell has them all beaten in the pioneering game. He's been here since 1867 and is still going strong. Son of the senior member of the pioneer American firm of Sturgis and Russell, John J. was born in the Islands. His father was also American consul for the Philippines.

Mr. Russell received his education at Bryant and Stratton's Commercial College, Boston, completing an eight-year course and returning to the Islands in 1887. He immediately joined the staff of Findlay, Richardson and Company and was with that firm for 11 years. His next employment was with Warner, Barnes and Company. He remained with that firm eight years, until he branched out for himself in 1905, when he established the well-known general brokerage firm of Russell and Company, of which he still remains the head.

Mr. Russell is the father of twelve children, of whom eleven are alive. The oldest boy is a senior at Harvard University, and a younger son has just begun his studies at the Massachusetts Institute of Technology. The children are Mr. Russell's joy and pride and he keeps a picture gallery devoted to their portraits on top of his desk.

Mr. Russell has specialized in Philippine hemp and he is regarded as a leading authority on that product in the Philippines. He is noted for his genial disposition and is a very popular member of the various social organizations of the Philippines capital. He is an active member of the American Chamber of Commerce and also belongs to the Manila Chamber of Commerce and the Philippine Chamber of Commerce, the only American who can boast of this distinction. Among the numerous clubs of which he is a member are the Manila, Army and Navy, University, Polo, and Golf clubs.

#### ROBERT J. HARRISON

President, Norton & Harrison Company

Robert J. ("Bob") Harrison is a native son of that Nature-favored section of Uncle Sam's domain known as California. To be precise, he was born in San Francisco in 1871. He is a product of that city's justly famed public schools. At an early age he took up a commercial career and until 1899 was in the employ of a large San Francisco coal corporation.

Mr. Harrison first saw the Philippines in 1899, when he came here on the transport *Grant* as a quartermaster clerk. For two years he remained in this service, visiting the Islands at frequent intervals and becoming acquainted with local conditions, possibilities and people. In 1901 he entered the employ of the California Lumber Company, the first American firm, in fact the first firm of any nationality, to import American lumber into the Philippines.

While with the California Lumber Company, Mr. Harrison travelled extensively in the



provinces, selling lumber and putting up buildings. From 1903 to 1905 he was continuously in the province of Sorsogon, erecting a large number of buildings for his firm. He remained with the California Lumber Company until 1910, when the present firm of Norton and Harrison was formed, the latter taking over the interests of the California Lumber Company, Mr. Harrison becoming president of the new concern. In 1919, Mr. Norton, Mr. Harrison's partner, died, leaving the latter in full control of the business. The company is now one of the leading lumber and building material concerns of the Islands, carrying a complete line of building accessories.

Mr. Harrison has been very active socially and is one of the most popular clubmen in Manila. He is vice-president of the Manila Golf Club and a member of the Army and Navy Club, the Elks Club, the Manila Polo Club, and the Sociedad del Tiro al Blanco, the fashionable Spanish club of Santa Mesa.



A. WALTER BEAM

President and General Manager, Benguet Consolidated Mining Company

It is a most remarkable coincidence that the man who handles more bullion than any other in the Philippines was born in Bullionville, Nevada. The event happened in the year 1878, but at that stage of A. Walter Beam's life there were no indications of any bullionish tendencies. He went to school in Salt Lake City until 1893 and then spent five years as stenographer and accountant. In 1898, at the outbreak of the Spanish-American war, he enlisted in the engineer corps, expecting to be sent to the fighting front. Instead, the powers-that-be shoved him over to Hawaii, and he thus missed service at the front. He was mustered out in San Francisco in 1899, returning to Salt Lake City.

Soon thereafter, Mr. Beam joined the staff of the Diamond Coal and Coke Company of Boston, being placed in charge of that company's Wyoming office. He remained with this concern until 1902, when he came to the Philippines to join the Manila Post Office staff, then being organized by C. M. Cotterman, the present vice-president of the American Chamber of Commerce. The following year he became connected with the office of Hausserman, Cohn and Fisher, a prominent firm of attorneys. It was at this stage of his career that Mr. Beam became interested in mining.

The Benguet Consolidated Mining Company was leading a precarious existence. Mr. Beam obtained an interest in it in 1906, and, believing in the future of the property, was instrumental in keeping it alive and steering it through some very difficult stages of its existence. In 1914 he reorganized the company on its present basis, becoming its president and general manager, which position he has held ever since. The Benguet Consolidated is now the premier gold mining property of the Philippines.

Mr. Beam, besides being an Active member of the American Chamber of Commerce, in representation of the Benguet Consolidated Mining Company, is a member of the Army and Navy, Elks, Columbia, Manila Golf, and Baguio Country clubs.

# INTERNATIONAL BANKING CORPORATION

CAPITAL AND SURPLUS U.S. \$10,000,000 UNDIVIDED PROFITS U.S. \$ 4,200,000

(Owned by The National City Bank of New York)

#### HEAD OFFICE: 60 WALL ST., NEW YORK

London Office: 36 Bishopsgate, E. C.

Lyons Office: 27 Place Tolozan

San Francisco Office: 232 Montgomery St.

#### **BRANCHES:**

CHINA: Canton, Hankow, Harbin, Hong-

kong, Peking, Shanghai, Tientsin

DOMINICAN REPUBLIC: Barahona, Puer-

to Plata, San Pedro de Macoris, San-

chez, Santiago, Santo Domingo, San

Francisco de Macoris, La Vega.

FRANCE: Lyons

INDIA: Bombay, Calcutta, Rangoon

JAPAN: Kobe, Yokohama

JAVA: Batavia, Sourabaya

PANAMA: Colon, Panama

PHILIPPINE ISLANDS: Cebu, Manila

SPAIN: Barcelona, Madrid

STRAITS SETTLEMENTS: Singapore

### BRANCHES OF THE NATIONAL CITY BANK OF NEW YORK

ARGENTINA: Buenos Aires, Rosario

BELGIUM: Antwerp, Brussels

BRAZIL: Pernambuco, Rio de Janeiro,

Santos, Sao Paulo

CHILE: Santiago, Valparaiso

CUBA: Havana and 22 branches

ENGLAND: London, City Branch, West

End Branch

ITALY: Genoa

PERU: Lima

PORTO RICO: Ponce, San Juan

RUSSIA: Moscow, Petrograd, Vladivostok

(Temporarily closed)

URUGUAY: Montevideo, Calle Rondeau

(Montevideo)

VENEZUELA: Caracas

COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

# SPECIAL SAVINGS ACCOUNTS FOR DEPOSITS FROM ₱1.00 UPWARD, BEARING INTEREST AT 4% PER YEAR

### S. WILLIAMS

Manager, Manila

Temporary Office: Fourth Floor of the Masonic Temple



## FACTS THAT FIT



#### CAPITAL AND PEOPLE

From the First Annual Report of Scott C. Bone, Governor of Alaska

Capital and people are required to develop the resources of the territory, and until it is made easier for these two necessary factors to obtain a foothold, the territory will not progress. Under the present long range system of government, individual spirit has been halted and the pioneer spirit maimed.

#### DO IT

EDITORIAL, Manila Times

It has been suggested that the Admiral of the Asiatic Fleet be asked to send a number of his destroyers on a cruise through Philippine interisland seas, inasmuch as the Fleet is apparently to remain in Philippine waters for

The reasons advanced for such a request are everal. To send destroyers around occasionally several. would impress upon the Americans and Filipinos in various parts of the Islands that Uncle Sam is looking out for them. The common people of the Philippines hear so much about United States naval protection, yet the great majority of them have never seen an American

The destroyer is a very beautiful piece of machinery, the very finest kind of ship afloat. lts swiftness, its trim and rakish appearance, the Stars and Stripes on the mast, its upstanding officers and disciplined men could not help but make a favorable impression on the people.

Then there is another thing. There are a considerable number of lonely Americans in many out-of-the-way places in the Islands. It would do their hearts good to have an American ship come steaming around the headland to drop anchor in the bay. And nothing would give them greater pleasure, and the Filipino people of the town, too, to entertain the officers and men.

We lived at one time on a small, isolated island in the Sulu Sea. There was very often a two months' interval between mail boats. There were only two other Americans on the whole island. Then it happened one day that a Coast and Geodetic Survey ship, the Fathomer it was, anchored a little off shore. Before long thest was allowed the state of a boat was lowered and three or four American officers in natty uniforms came ashore. No men were ever so welcome. They had dinner at our house, and later we had dinner on the ship. They had books we hadn't read, and magazines. We had all sorts of things to talk magazines. We had all sorts of tillings of tabout. And between times we played chess with the ship's doctor. They had a good phonograph too, and lots of fine records. The Presidente of the town gave several bailes.

We liked our Filipino neighbors, and they liked us. Relations could not have been better or more agreeable. But there are times when a man long separated from his people is in poignant need of the sight of and speech with men of his own race and from his own country.

Occasional visits of naval vessels to outlying points in the Philippines would mean a great deal to the Americans in such places, and to the Filipinos also though in a lesser degree.

Why couldn't it be done?

#### THE POSSIBILITIES ARE THERE EDITORIAL, Manila Daily Bulletin

We are heartily in accord with the announcement of the American Chamber of Commerce that it will invite Speaker Osmeña, Senator Quezon, and other leaders of the Filipino people to address its members and their guests in the near future.

It is recognized that the American Chamber is striving to present in public affairs here the sentiment of the American population, and it is equally true the two gentlemen mentioned have, more than others, achieved the right to voice the sentiments of the Filipino people.

Here are two viewpoints that must be considered in any plan that is to work effectively for the improvement of business conditions in the Islands. Commercial problems are in-extricably bound up with existing political relationship between the Islands and the United States, and are certain to be affected to some degree by any proposed change in the existing status.

In order to protect the prosperity of the Philippines in general it is certainly necessary that all possible contingencies be foreseen and that all possible contingencies be to contract any pos-that measures be taken to counteract any possible ill effects that may be anticipated. to do this thoroughly we must be absolutely sure of our ground, and without a frank and open exchange of ideas this is impossible.

We must know where the other fellow stands, and in order to prevent a general working at cross purposes we must seek cooperation in a solution of the problems that exist or are anticipated.

In any political change that is anticipated the material interests of the country cannot be ignored, and both Mr. Osmeña and Mr. Quezon are shrewd enough statesmen to appreciate this as fully as does the business man. In fact, nothing lasting can be accomplished unless material interests received the same consideration accorded the political.

A few frank talks such as those projected can be of inestimable value. If they are not frank, they will be worthless.

#### WHY HARDING JOINED

President Harding made the following statement in regard to his membership in the Marion, Ohio, Chamber of Commerce, which is worthy of consideration by every business man.

"I do not know that I ever asked myself why I joined the Chamber of Commerce, but I assume that it was because I was interested in the newspaper business, committed to the policy of everlastingly boosting our home town, and we looked upon a Chamber of Commerce as the best organized agent for carrying on the work. It all came very naturally to me because of the normal atmosphere of a newspaper office, which is ever concerned with the progress and development of the community which the newspaper seeks to serve.

"If I were to disassociate myself from the newspaper business, I should assume I would be attracted to a Chamber of Commerce because business is the life blood of material existence and no community is worth while unless it is very alert to business progress and greater commercial development.

"I like to think that the thing which boosts the community is certain to make progress for republic to the nation, and I should like our head the list of great commercial nations of the world."—Jersey City Chamber of Commerce.

#### THE FAT IN THE FIRE

Lord Northcliffe in an Interview in Java

How about the national spirit of the native population here? A tendency towards inde-pendence? That is comprehensible, but the Dutch must remain the masters. Don't give the natives too many schools and too much education. You will be sorry for it later. In the Philippines the same thing was done and now the fat is in the fire.

#### ORIENTAL POSSIBILITIES

By A. F. HAINES Vice President and General Manager Pacific Steamship Company

Confidence on the part of American capital in ten years of peace on the Pacific will mean in ten years of peace on the racinc will mean a gigantic upbuilding of transpacific trade. With confidence once more established among American development interests, there will be a rush to the Orient, particularly China, and an unparalleled jump in trade with the Pacific Coast of the United States that few persons can comprehend to-day.

China will be the center of a great boom of railroad building, which means that an immense amount of equipment from the United States will move through Pacific Coast ports. This is only one phase of the development that will occur. Hundreds of Americans know the possibilities that exist in the Orient, and with peace assured are going to put their money in development work.

Heavy buying will be done in the United States, with a consequent increased export. At the same time import business to the United States will rise rapidly. Shipping will increase by long strides. This upgrowth in business that is bound to come with confidence established in the minds of American investors and development interests will mean the rapid upbuilding of cities on the Pacific Coast of the United States.

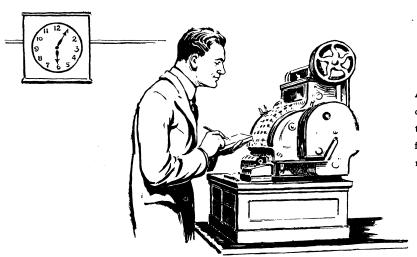
Success of the armament conference will be one of the mightiest impulses to commercial development in the United States that could possibly come in this era.

#### SHIP SUBSIDIES

Pacific Ports for January

Direct subsidies must be made to American shipping by the United States government if the American merchant marine is to compete successfully with the mercantile fleets of other commercial nations. Steamship owners can sharpen their pruning knives to the keenest pos-sible edge and bring about economy in every possible direction, but still there would be a great difference between the operating costs of American and foreign vessels. The only sen-sible way to bridge this gap is by the payment of government grants.

The United States can invoke discriminatory regulations that may "legislate" cargoes into American bottoms on outward voyages, but it cannot "legislate" cargoes into American bottoms of the cargoes into American bottoms. toms on inbound voyages. A one-way shipping business produces no profit.



At 5 minutes past 6 o'clock every evening, this merchant has all the figures of the day's business in front of him.

# GET THE FACTS!

CONDITIONS ARE DIFFERENT NOW

PRESENT-DAY conditions must be met with up-to-date methods.

You don't want to conduct your business at a loss, but what are you doing in your store and office to make sure that you are getting all the information you should have, and all the profit to which you are entitled?

#### What are you doing to-

- 1. Reduce your expenses?
- 2. Increase the efficiency of your clerks and cashiers?
- 3. Turn your stock faster?
- 4. Relieve yourself of detail work?
- 5. Get the accurate records you ought to have?

This is what a National Cash Register System will do for you—

- Show you just what is happening in your store and office.
- 2. Account for every peso.
- 3. Make it easy to make out an Income Tax report.
- Give a positive daily check on credit business and outstanding accounts.
- 5. Prevent lost charges and stop mistakes in deliveries.
- 6. Give you control of collections.
- 7. Show you which departments are making the best profits.
- 8. Show you where you must put extra selling effort to keep up sales.



Write or telephone for an appointment for demonstration of this up-to-date system.

You will be under no obligation or expense whatever.

ERLANGER & GALINGER, Inc.

MANILA, P. I. NATIONAL CASH REGISTER DEP'T

PHONE 438

N A T I O N A L







### Manila Carnival and Commercial-Industrial Fair

February 4 to 12, 1922

Coincident with the issuance of this number of the AMERICAN CHAMBER OF COMMERCE JOURNAL, the great annual event opens to which Manilans and other peoples of the Orient always look forward with keen expectation—the Manila Carnival, the Mardi Gras of the Far East.

Carnival City, the beautiful, the wonder creation and realization of an artist's dream, stands an exquisite and glowing tribute to indomitable initiative, energy, and optimism. For weeks, we have seen it grow in substance and symmetry, its towers and structures rising in architectural excellence above its half-revealing enclosure.

The lure of brilliant, multicolored lights, the joy of mingling with the throng, the enticement of music and the dance draw the multitude, but the serious-minded are attracted and their interest held all the more by the educational, commercial, industrial and other worth-while features of the Commercial-Industrial Fair, with its imposing and beautiful Main Exhibition Building flanked on both sides by individual exposition booths in which are displayed hundreds of interesting and instructive exhibits illustrative of the country's industries, production, and commerce.

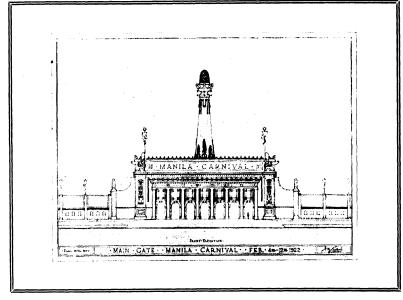
#### FOREIGN VISITORS

The Carnival is more than a Manila or Philippine affair. It is a great Oriental event and attracts visitors from many countries of the Far East. Far-seeing merchants and manufacturers concerned with international trade regard these heatit countries of the Pacific as their one "best bet" and the most hopeful field for supplying their raw material requirements and marketing their products. Many of them instruct their traveling representatives to be in Manila during Carnival Week and also assist their local agents in making suitable exhibits. No doubt more of them will do so in the luture, as the value of the Commercial-Industrial Fair as a trade promoting agency becomes more widely known.

#### COMMERCIAL-INDUSTRIAL FAIR

In the Main Exhibition Building, at the right of the Main Entrance and fronting on the Grand Concourse, and in surrounding special Exhibits, will be seen the displays of the Insular Bureaus, Provincial Governments and Business Houses of the Philippines and other countries. The National Federation of Women's Clubs, American Guardian Association, Public Welfare Board, Antituberculosis Society and Red Cross have their booths in this Building for demonstrations related to their activities and for the sale of articles. St. Luke's Hospital has a lot for its own building in which articles will be sold, and the Press has a booth for the convenience of its representatives. Beneath the Tower of Jewels there is an attractive display of electrical merchandise.

In recognition of the important part commerce plays in the life of the Philippines, Wednesday, February 8, has been designated "Merchants' Day". The Far Eastern Commercial-Industrial Convention, which will be held under the joint auspices of Chambers of Commerce and the Carnival Association, will terminate its three-



day session on that date with a grand "Merchants' Ball" in the Auditorium. Delegates from commercial and industrial organizations in neighboring countries have been invited and several will attend.

The Far Eastern Press Service of the Carnival Association and the cordial cooperation of American Consular officers, commercial attachés and trade commissioners have helped greatly in acquainting the people of the Orient with the attractions of the Carnival and the offerings of the Commercial-Industrial Fair.

Although of general concern, the work of the several Civic Committees, composed of representative citizens of all nationalities, has done much to make the Commercial-Industrial Fair a success.

In the Commercial-Industrial Exhibition, the Sample Fair idea, which has proven so successful and popular in Europe and America, is followed. It is a new departure here and in the Orient. Emphasis is placed on selling and order-taking. In the sample Fair Theater, industrial, educational and other films are shown tree of admission charge.

The Carnival authorities have spared neither effort nor expense in making the Commercial-Industrial Fair the biggest and best free atraction on the Carnival grounds.

PHILIPPINE MANUFACTURING Co.
Among the most elaborate and most interesting exhibits at the Fair is that of the Philippine

Manufacturing Company, a pioneer American industrial enterprise in the Islands which turns out a useful line of coconut oil products and by-products. In the utilization of by-products this company has made some notable advances. Soon it will manufacture real butter out of skimmed milk and vegetable fats.

Among the products turned out by this factory are oils, refined and edible; copra cake and meal; cottonseed oil and cake; peanut oil and cake; Purico, a vegetable lard, which is rapidly making its way into the homes of the Islands and nearby countries; laundry soaps, Aguila and Filma brands, and toilet soaps.

To demonstrate the fact that Purico, or coconut oil lard, has no odor, a kitchen has been installed at which Saratoga chips will be fried in Purico. Special advertising size tins of Purico will also be sold at 20 centavos each.

An attractive display of various products of the company's extensive plant has been installed and samples will be sold at reduced prices.

Among the company's best selling articles recently put on the local market is a Big Bath soap, for which a heavy demand has arisen.

An interesting feature of the display is a chart showing the various stages of manufacture of coconut products, from the tree to the finished substances or articles.

Other lines made or carried by the company are candles, sugar and rice bags and glycerine. Edwin Burke, who founded the company a dozen years ago, is president and general manager; F. N. Berry, formerly secretary to the Governor-General and of the Philippine National Bank, vice-president and treasurer; L. W. Mason, secretary, and O. Wyss, sales manager.

#### PALM BREAD EXHIBIT

An exhibit of more than passing interest is that of George Welborn, who, after months of experimentation and preparation, has produced an article called palm bread. The name has been registered under the laws of the Philippine Islands and a patent has been applied for in the United States to cover the process of manufac-

One of the base articles of palm bread, which is a breakfast food and makes a delicious desert, is coconut. As far back as the Taft regime Dr. W. C. Welborn, then director of agriculture, was seeking a coconut food that would combine the nourishing qualities of the coconut with a palatability that would make it attractive even to the most fastidious or capricious taste. Dr. Welborn never found what he was after, but a member of the family has placed such a product on exhibition and sale at the present Carnival Industrial and Commercial Fair.

Palm bread is a complete, highly developed, tropical vegetable food. It is produced from pure native vegetable products and comes in crisp nuggets, requiring no sugar. An analysis by the Philippine Bureau of Science shows the following elements, in parts per hundred:

Moisture	0.95
Fat	11.91
Protein	3.11
Ash	
Sugar (sucrose)	61.26
Crude fiber	0.57
Carbohydrates	21.23

The manufacturers of palm bread have established themselves in Balaoan, La Union, under the name of Welborn and Maye.

#### ELECTRICAL SUPPLY COMPANY

Immediately under the Tower of Jewels, occupying the whole base, is the exhibit of the Electrical Supply Company, who are doing the illumination of the Tower under the personal supervision of Manager Henry Herman.

Among the exhibits of this firm, are telephone

switchboards and devices manufactured by the Western Electric Company; magnet wires and insulating material of the Belden Manufacturing Company; safety devices and fittings of the Chicago Fuse Manufacturing Company; confloodlights and marine fittings of the Crosse-Hinds Company; Hosram lamps; mer-cury lamp outfits of the Cooper-Hewitt Electric cury lamp outfits of the Cooper-Hewitt Electric Company; flashlights and batteries of the Franco Electric Corporation; loud-speaking phones and acousticons of the Dictograph Products Corporation; wiring devices of the Bryant Electric Company; heating devices for every purpose; power switches of the Trumbull Electric Manufacturing Company; electrical hardware of Mathias Klein and Sons; wires and cables of the Phillips Wire Company.

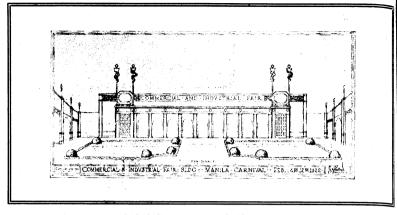
There is also an up-to-date wireless station receiving messages within a radius of 600 miles and transmitting the human voice and music

and transmitting the human voice and music by wireless telephone from the men-of-war stationed in these waters. A magnavox amplifies the wireless phone messages. Free demonstrations of the latest types of Violet Ray outfits are given, and a large shock coil rated at 18,000 volts furnishes amusement and diversion.

A large registering fire alarm gong connected with the city system advises the visitors of fire in any portion of the city of Manila. This is a product of the Gamewell Alarm and Telegraph Company. A miniature railway and electric fountain occupy one end of the space. The entire exhibit, including the Tower, will have about 8,000 electric lights. Mr. Arellano, the Carnival Architect, is responsible for all the ornamental designs.

#### BUILDING MADE OF VENEERS

Among the most unique exhibits is that of the Cadwallader Gibson Lumber Company, who have constructed a large building, exhibiting their hardwood veneer, now being manu-



tactured by the company. This building has been set aside for the Manila Woman's Club and Federation of Woman's Clubs and is fur-

and Federation of Woman's Clubs and is turnished as a rest room. The entire outside and inside of the building is made of veneers.

The Stewart and Frank hemp machines both are exhibited in different portions of the Carnival enclosure. These devices are of great interest and importance to the provincial visitors. An efficient hemp stripping machine has been needed for many years, and both inventors claim that they have finally solved the problem. Demonstrations are being given throughout the Fair.

SEWING MACHINES

The utility of the sewing machine is being demonstrated in the exhibit of the Singer Sewing Machine Company in the main exhibition build-ing. Here the Modern Embroidery Company employs machines to do delicate "hand em-broidery"; the Toyo Shirt Factory and McGuire's Shirt Factory manufacture shirts and pajamas on sewing machines; and the Hale Shoe Company

on sewing machines; and the Hale Shoe Company sews shoes on a sturdier model machine. The Germinal, El Oriente, Insular, and Alhambra cigar factories view with each other in presenting attractive exhibits showing off their wares. Ayala and Company display distilled liquors of every description which have won prizes at other expositions. Riu Hermanos show a splendid line of leather goods. Squires and Bingham have a display of glass, sporting goods, rifles, bicycles, and the many other lines for which this American firm is justly famous. Another large and varied exhibit is that of Smith, Bell and Company. Lutz and Zuellig, a Swiss Bell and Company. Lutz and Zuellig, a Swiss firm, and agents of Tansan, the widely-famed mineral water, have an attractive display that should not be missed.

The Oriental Food Products Company is exhibiting a banana flour which is said to be a remarkably successful new food product.

OTHER EXHIBITS

A multitude of nationally advertised and popular products is being shown by the Lambert ales Company in a tastefully arranged exhibit. The American Express Company has installed an information office and is selling steamship and railway tickets, as well as booking tours abroad and in the Islands. Next to the booth of the Philippine-American Company, we see a fine exhibit of Simmons beds. Heacock and Company, the well-known Escolta jewelers and Company, the well-known Escolta jewelers and opticians, have an artistic and attractive display. Moody, Barnes and Company, with their Royal typewriters, Sunstrand adding machines, and Ajax tires, are in evidence with a select display of goods and machines. Frank and Company have also decorated a booth with a varied line of Woodstock typewriters, American cash registers office appliagues and with a varied line of Woodstock typewriters, American cash registers, office appliances, and stationery. Other exhibits are those of George O'Farrell, the National Coal Company, Gonzalo Puyat, the Earnshaws Docks and Honolulu Iron Works, and the American Bible Society and Methodist Publishing House. The latter organization has fetted up. organization has fitted up a building of its own near the main entrance and next to the Press building. El Sol Mayor, manufacturers of

musical instruments, have installed an attractive display. Clarke's Incorporated are showing Adam's gum, Mayon coffee, and other specialties which they have handled for many years. Karu-chi and Company exhibit Japanese goods. One of the best exhibits of the main exhibition build

ing is that of the Manila Gas Corporation.

As this issue of the Journal goes to press, other exhibits are being installed and some of those mentioned above are being completed. Judging from the thought and effort expended on most of these exhibits, they will surpass in attractiveness and value those of any exposition previously held in Manila.

#### INSULAR GOVERNMENT PARTICI-PATION

The Philippine Government is taking an active part in the 1922 Carnival.

#### BUREAU OF EDUCATION

The Bureau of Education industrial exhibit occupies six booths in the main building. It consists of embroidery, Irish crochet, Valenciennes lace, Cluny lace, garments made in plain-sawing classes, and such handwoven products as baskets, mats, and hats.

Most of the work on the articles exhibited was done by pupils between the ages of ten and seven-

The handwoven articles are all made of native materials obtained from a number of varieties of palms, grasses, ferns, vines, and parasitic

#### BUREAU OF SCIENCE

The Bureau of Science exhibit includes models showing actual annual production of gold produced in the Philippine Islands since 1907; samples of coals, rocks and minerals, and other different mining activities; turtles, fishes and other marine specimens; bricks, clays, limestone and other industrial studies. and other industrial products; mounted birds of the Philippines and tanned skins of various animals; specimens of oils, fats and waxes found in the Philippine Islands; a complete set of photographs showing the different possibilities for the Philippine products.

#### BUREAU OF PRISONS

The Departments represented are the furniture manufacturing departments. The products are made from selected Philippine lumber, air season-ed and kiln dried. As representative of the work performed, a complete bed room set, a dining room set and parlor set, in addition to miscella-neous articles finished in dark mahogany and natural color showing grain of selected native woods, are on exhibit.

Other items include woven hemp hammocks, rattan chairs in a large number of designs ranging from ordinary straight back chairs to the special peacock style adopted for veranda sanitation and numerous articles of useful and handsome household furniture, some of the more attractive being combinations of hardwood and rattan.

The Iwahig Penal Colony and the San Ramon Penal Farm exhibits consist principally of agri-

cultural products.

Bureau of Commerce and Industry The Bureau of Commerce and Industry par-nicipation at the Commercial and Industrial Fair will cover the commercial and industrial activities of the Islands. A display of locally manufactured products such as hats of various kinds, actured products such as nats of various kinds, enbroidery, mats, cloths, etc., is supplemented by a demonstration consisting of artisans at work showing the method of manufacture of hats, embroidery, cloth, etc.

The exhibit includes the principal agricultural The exhibit includes the principal agricultural products such as hemp, tobacco, sugar, etc., mineral products such as crude oil, ore, coal, gold, etc., forest products which cover rubber, gutta percha, almaciga, lumber, etc., sea products such as fish, sponges, shells, etc., and others having commercial and industrial importance. Statistical charts depicting commercial and industrial possibilities in the Islands, are distanced.

played.

The Bureau of Commerce and Industry maintains an information table at its pavilion at the exposition to answer inquiries regarding com-mercial, industrial, and trade possibilities of the Islands.

BUREAU OF PUBLIC WORKS

The exhibit of the Bureau of Public Works in the Main Exposition Building consists of models, maps, diagrams, drawings, plans, photographs and sketches of various completed and projected public works.

BUREAU OF AGRICULTURE

The Bureau of Agriculture for the 1922 Commercial and Industrial Fair occupies four adjoining 3x5-meter booths and features different agricultural products of the Islands to show the results of proper farming methods. Improved varieties of corn and rice are displayed and the increase in yield illustrated. Different varieties of root crops, nuts and fruits of the introduced plants grown in the experiment sta-tions are also displayed.

Some antiquated plows, harrows, etc., are shown side by side with modern ones to show the improvement made in these implements.

PHILIPPINE HEALTH SERVICE

The Health Service has an excellent exhibit consisting of diagrams, models, and displays showing the advance of public sanitation in the Islands and teaching proper hygienic habits and methods. Each evening educational films are shown.

BUREAU OF FORESTRY

The exhibition of this bureau will give the Carnival visitor a complete idea of the tremendous wealth and possibilities of our forests. Samples of the principal and minor forest products of the Philippines are displayed.

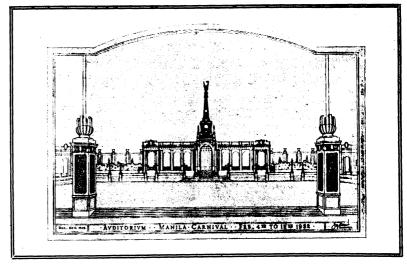
PROVINCIAL EXPOSITION
The provinces of Hoilo, Leyte, Tayabas,
Pampanga, Laguna, Rizal, Tarlac, La Union,
Marinduque, Ilocos Sur, Cagayan, Cebu, and
Palawan, with some of the municipalities therein, are participating in the Commercial and Industrial Fair. The principal products of these trial Fair. The principal products of these provinces and municipalities, as well as all important marketable articles that are found, made or manufactured therein, will be exhibited. Although not all the provinces of the Philippines are participating in this fair, the exhibits of the provinces named above may be said to be representative of the principal products of the Philippine Islands.

MILITARY PARTICIPATION

The Army will be represented in the Manila Carnival by specially selected units of Infantry and Machine Gun, Mountain Artillery and Cavalry. Three days have been set aside for exhibitions; one to be known as Infantry Day, February February 7; another as Artillery Day, February 8; and another as Cavalry Day, February 10, on which each combat arm will go through its respective maneuvers.

PARADES

There will be four parades during Carnival Week. The first, the Carnival Parade, will be held on February 4, the opening day of the Carnival. The second, the Educational Parade, will take place on Educational Day, simulta-



neously with the holding of the Far Eastern Educational Congress, February 7.

The parade of the armed forces of the United States Army and Navy will be held on February 10, at 10 a.m. In the afternoon the Shriners of Nile Temple, Seattle, will head a parade from the Carnival Grounds to the Grand Opera House, where the novices will be initiated.

The Health Parade is a new departure in Carnival parades. It offers an opportunity to

Carnival parades. It offers an opportunity to witness the widespread influence of the efforts of different civic and governmental organiza-tions to suppress disease and maintain a high standard of public health.

#### HISTORICAL PAGEANT

An historical pageant is to be given under the auspices of the dramatic association of the University of the Philippines.

The principal object of this pageant is to picture conditions at the court of the rajahs of Manila at the time of Legaspi's arrival in May, 1571. Over 200 persons will take part. Rehearsals have been going on for several weeks.

ATHLETICS

The Annual Championship Meets of the Philippine Amateur Athletic Federation will take place as usual during the Carnival period. The big interscholastic athletic events will be held

also at the same time.

Sometime ago the Federation offered system-Sometime ago the redefation onered systematic training to track and field athletes and the Stadium for weeks has been a place of lively interest on the part of many individuals and teams preparing for the Carnival contests.

AUDITORIUM

Always a social center of great attraction, the present auditorium surpasses those of previous years, in attractiveness and convenience. seats and plenty of chairs, a smooth, unobstructed, polished floor with ample dancing space for 3,000 couples, an imposing throne, regally magnificent, wonderfully beautiful lighting effects, and excellent orchestration cleverly projected to all points of the immense building by means of a perfect sounding board in the form of an incense-breathing floral trumpet and piano wires—all insure pleasure and satisfaction.

BALLS IN AUDITORIUM
The following balls will be held in the Auditorium:

Saturday, February 4, International Ball. Sunday, February 5, Parejas Ball. Monday, February 3, Farejas Ball.
Monday, February 7, Comparsas Ball.
Wednesday, February 8, 4 to 6 p. m., Children's Fancy Dress Ball.
Wednesday, February 8, 4 to 6 p. m., Children's Fancy Dress Ball.

Gren's Pancy Dress Ball.
Wednesday, February 8, Merchants' Ball.
Thursday, February 9, Stockholders' Ball.
Friday, February 10, Army and Navy Ball.
Saturday, February 11, Popular Ball.

Sunday, February 12, Grand Carnival Ball, Magnificent prizes have been set aside for each

HORSE SHOW

A social event of great interest is the Horse Show in which there will be Filipino, Army, and Civilian participation, in saddle and mixed classes and open classes with special entries for the ladies' saddle class; also calesa, tilbury, and carretela classes for the Civilian and Filipino days. The Army Day program will include jumping and charger classes with special events for military mounts. Polo ponies will be entered on the military day program.

DOG SHOW

Another Society event of almost universal appeal is the Dog Show. Entries have been received from all over the Islands covering several classes and the exhibit will be truly representative of the Philippine canine frater-

"Music for the masses" of people in Carnival City is assured. In addition to the fine "crack" bands employed by the Carnival Association, Major Loving, the man who made and still directs the world-famous Constabulary Band and Orchestra, has arranged to hold a Band Contest in which all the bands of the Philippines are invited to participate. are invited to participate.

BOY SCOUTS

A model Boy Scout Camp is one of the interesting Carnival features. The scouts have gone into camp on the grounds and will remain during the fiesta, to assist in handling the crowds.

CONGRESSES AND CONVENTIONS

Manila has many advantages as a Convention City for the Orient and is the logical meet-

ing place for Philippine organizations.

The Carnival authorities have made special efforts to bring to Manila during Carnival Week a large number of Conventions, Congresses and Conferences and they have been highly successful in securing several of the most important events for that period. Carnival courtesies will be extended to all these gatherings.

It is fortunate for residents and visitors interested in educational problems of the Orient that the Far Eastern Educational Congress, which will be attended by noted educators, Univer-sity and College Presidents and professors, school teachers and laymen, will hold its sessions here during Carnival Week. Addresses, papers, discussions, round table conferences, and banquets are on the program. The Congress will terminate after viewing the Historical Pageant to be staged by the University of the Philippines.

One of the most important conventions to be held during Carnival Week is the Far Eastern

Commercial-Industrial Convention on February 6th, 7th and 8th, under the joint auspices of ix Chambers of Commerce in Manila.

The Convention will meet daily for discussion of pertinent topics of interest to business men and will be addressed by able speakers chosen by each Chamber.

Commercial organizations in the Philippines and neighboring countries have been invited to send delegations and several have accepted

the invitation.

Of more than passing interest will be the Convention of Damas de Filipinas to be held during Carnival Week to discuss and determine the attitude of women from all parts of the archipelago regarding national ideals and problems of general welfare. During this convention it is planned to organize a national federation of women free from all political and religious control or influence.

The Philippine Scientific Agricultural Congress have completed arrangements to hold their annual convention during Carnival Week. Their meetings will be held at the City Y.M.C.A. A large number of members of the organization, most of whom are graduates of American colleges of agriculture, have expressed their intention of

attending.
Through the courtesy of the Insular Government, the annual conference of provincial governors will be held in Manila during the Carnival period. As the provinces are well represented in the provincial exposition, this meeting of provincial governors will be of special interest.

Philippine Pharmacists and Physicians will hold their annual gathering in Manila during Carnival Week which will be largely attended. Besides papers, discussions and conferences, the Association will take an active interest in the Health Parade and other health, sanitation, and educational features which will be emphasized during the Carnival and Fair.

The Philippines is fortunate in having a large body of returned students who have been educated in American colleges and universities. These young men and women have organized a strong association and will hold their first con-

vention in Manila during Carnival Week.

Not to be left behind by the other Conventions and Conferences to be held in Manila during Carnival Week, the several newspapers published in the Philippines are holding a Press Congress for discussion of topics of interest to the fraternity and for the education of the public in the art and science of newspapermaking. The Press have a building near the Main Entrance to the grounds.

An important feature of the Press Pavilion is a complete printing plant and wireless tele-

graph and telephone service.

#### SHRINERS' CONCLAVE

A large delegation of Shriners from Seattle and the Pacific Coast will be in Manila during Carnival and will participate in its fun, follies and festivities. Carnival courtesies will be extended to these distinguished visitors.

Several other group meetings, conferences, con gresses and conventions are planned to be held in Manila during the Carnival period, which will increase attendance at the Fiesta and Fair, and materially help the butcher, baker and candlestick maker.

#### DEATH GAP LOOP AND OTHER **FEATURES**

Oscar Varley Babcock, rated among the world's greatest 'stunt' performers, has been engaged at great expense to appear at the Manila 1922 Carnival with his Death Gap Loop. From sixty feet in the air, Babcock defies death in a swift descent down a steep narrow incline, his automobile looping the loop in a monster circle which is cut through in a forty-foot-gap and twists to one side as it turns from the straight path of the incline. It is the most sensational The Aeroplane Swing is another novel feature absolutely new in the Orient.

A perfectly appointed Theater will be another new Carnival feature. This is in charge of Borromeo Lou, the Filipino impressario recently from an eight-year theatrical experience in the United States.

Illusionist, master magician and entertainer extraordinary, Orville will this year devote his energies to a monster circus within the Carnival grounds.

Professor Shaw has appeared at all Carnivals during many years past. He is the best exponent of the magic art and sleight of hand ever to appear in Manila.

#### FILMS OF IMPORTANT EVENTS

As one of the fundamental reasons for producing the Carnival from year to year is to emphasize the importance of Manila as a social, educational, commercial, and industrial center, arrangements have been made to have moving picture films made of all important events for exhibition in cinemas throughout the world which will help to put Manila on the map and keep it there.

#### TYPEWRITING CONTEST

An event of educational importance and general interest is the Typewriting Contest to determine the speediest typist in the Islands. Business men having speedy operators in their employ, have encouraged them to enter this competition and a spirited rivalry is expected. Several young ladies have signified their intention of competing.

#### COMFORTS AND CONVENIENCES

In planning the lay-out of Carnival City due consideration was given to the comfort and

convenience of visitors.

Rest rooms and Recreation Courts are provided in the Main Exhibition Building, telephone facilities are available in many places, Restaurants, Lunch Counters, Refreshment Booths and Tea Rooms are numerous and conveniently located, the Sample Fair Theater to which admission is free, seats four hundred people, and many exhibitors have provided facilities for the comfort of their patrons. The sanitary arrangements are excellent and an Emergency Hospital is provided by the Bureau of Health.

#### GRAND PRIZE DRAWING

The event of greatest interest to the thousands of purchasers of Carnival admission tickets is the Grand Prize Drawing for cash prizes totalling \$50,000.00. The propriety and legality of the Carnival Premium Plan have been passed upon and approved by the government.

BEST EVER
The Carnival of 1922 is the fifteenth annual celebration. Since its beginning in 1907, only one year (1919) has failed to see its Carnival. At that time, war activities and sorrows overshadowed all.

On the eve of the opening of the 1922 Carnival and Commercial-Industrial Fair, all indications encourage the belief and hope that it will be not only the biggest and best, but also the earnest and precursor of a permanent institution that can be made to be a powerful factor in promoting education, health, commerce, industry, community spirit and cordial friendly relations between the peoples of the Orient.

#### OFFICIALS AND COMMITTEES

The officials of this year's Manila Carnival and Commercial and Industrial Fair are as follows:

President, Hon. Manuel L. Quezon; first vice-president, Hon. Vicente Singson Encarnavice-president, Hon. Vicente Singson Encarna-ción: second vice-president, Thomas J. Wolft, directors, Col. W. S. Scott, Mauro Prieto, Wen-ceslao Trinidad, Hon. Ramon Fernandez, Benito Razon, Dee C. Chuan, Felipe Buencamino, Jr., Buenaventura L. Barona, George H. Fairchild, W. H. Babbitt, Commander W. B. Izard, Gen. Thomas I. Hartigan. The executive committee is composed of Thomas J. Wolff, chairman, Felipe Buencamino, Jr., and Col. W. S. Scott. Arsenio N. Luz heads the executive staff,

Arsenio N. Luz heads the executive same, directly in charge of the big fair. His assistant is Martin P. de Veyra. Working in close the Luz are Honorary Secretary George L. Logan, representative of the U. S. Department of Commerce, who is largely responsible for the commercial and industrial features the Carnival; Assistant Secretary Serafin

Marabut and Treasurer Adriano Rodenas.
Col. Antonio C. Torres, W. W. Brown, Victor
Buencamino, and José Zurbito are assistant directors-general.

The following are chairmen of the permanent committees: Fire Protection, Chief Otis L.

Vanderford; Law and Order, Acting Chief of Police Gregorio Alcid; Publicity, North W. Jenkins; Military Participation, Major Rober, C. Richardson; Auditorium, Attorney General Antonio Villareal; Athletics, Fred O. England Grounds, Wm. D. Cheek; Amusenients, A. W. Yearsley; Chinese Participation, Lim Sac Gim; Music, Major W. H. Loving; Parade, Col. Antonio C. Torres.

#### U. S. INCOME TAX LAW AS APPLIED TO LOCAL AMERICANS

The text of the United States Revenue bill as passed by Congress, shows the following provisions relating to American citizens living in the Philippines:

CITIZENS OF POSSESSIONS OF THE UNITED STATES

Sec. 260. That any individual who is a citizen of any possession of the United States (but not otherwise a citizen of the United States) and who is not a resident of the United States, shall be subject to taxation under this title only as to income derived from sources within the United States, and in such case the tax shall be computed and paid in the same manner and subject to the same conditions as in the case of other persons who are taxable only as to income derived from such sources.

Nothing in this section shall be construed to alter or amend the provisions of the Act entitled "An Act making appropriations for the naval service for the fiscal year ending June 30, 1922, and for other purposes approved July 12, 1921, relating to the imposition of income taxes in the Virgin Islands

of the United States.

PORTO RICO AND PHILIPPINE ISLANDS

Sec. 261. That in Porto Rico and the Philippine Islands the income tax shall be levied, assessed, collected and paid as provided by law prior to the passage of this Act.

The Porto Rican or Philippine Legislature shall have power by due enactment to amend, alter, modify or repeal the income tax laws in force in Porto Rico or the Philippine Islands, respectively.

Income from Sources within the Posses-SIONS OF THE UNITED STATES

Sec. 262. (a) That in the case of citizens of the United States or domestic corporations, satisfying the following conditions, gross income means only gross income from sources within the United States-

(1) If 80 per centum or more of the gross income of such citizen or domestic corporation (computed without the benefit of this section) for the three-year period immediately preceding the close of the taxable year (or for such part of such period immediately preceding the close of such taxable year as may be applicable) was derived from sources within a possession of the United States; and

(2) If, in the case of such corporation, 50 per centum or more of its gross income (computed without the benefit of this section) for such period or such part thereof was derived from the active conduct of a trade or business within a possession of the United

States; or

(3) If, in the case of such citizen, 50 per centum or more of his gross income (computed without the benefit of this section) for such period or such part thereof was derived from the active conduct of a trade or business within a possession of the United States either on his own account or

as an employee or agent of another.

(b) Notwithstanding the provisions of subdivision (a) there shall be included in gross income all amounts received by such citizens or corporations within the United States, whether derived from sources within or without the United States.

(c) As used in this section the term possession of the United States" does not include the Virgin Islands of the United States.

### AMERICAN FOREIGN TRADE DEFINITIONS

(Issued by the National Foreign Trade Council)

It is strongly recommended to manufacturers and exporters that wherever abbreviated forms export quotations are employed, the forms herein defined be used, as far as possible to the exclusion of other forms.

- 1. When the price quoted applies only at inland shipping point and the seller merely undertakes to load the goods on or in cars or lighters furnished by the railroad company erving the industry, or most conveniently located to the industry, without other designation as to routing, the proper term is:
- "F. O. B. (named point)"-Under this quoation:
- Seller must (1) place goods on or in cars lighters; (2) secure railroad bill of lading; is) be responsible for loss and/or damage until goods have been placed in or on cars or lighters at forwarding point, and clean bill of lading has been furnished by the railroad company.
- B. Buyer must: (1) be responsible for loss and/or damage incurred thereafter; (2) pay all transportation charges including taxes, if any; 3) handle all subsequent movement of the goods.
- 2. When the seller quotes a price including transportation charges to the port of exporta-tion without assuming responsibility for the goods after obtaining a clean bill of lading at the point of origin, the proper term is:
- "F. O. B. (named point) Freight Prepaid to named point on the seaboard)"—Under this -Under this motation:
- Seller must: (1) place goods on or in cars or lighters; (2) secure railroad bill of lading; of lighters; (2) secure famous on of laxing, 3) pay freight to named port; (4) be responsible for loss and/or damage until goods have been placed in or on cars or lighters at forwarding point, and clean bill of lading has been furnished by the railroad company.
- B. Buyer must: (1) be responsible for loss ind/or damage incurred thereafter; (2) handle all subsequent movement of the goods; (3) unload goods from cars; (4) transport goods to vessels; (5) pay all demurrage and/or storage charges; (6) arrange for storage in warehouse or on wharf where necessary.
- 3. Where the seller wishes to quote a price from which the buyer may deduct the cost of transportation to a given point on the seaboard, without the seller assuming responsibility for the goods after obtaining a clean bill of lading at point of origin, the proper term is:
- "F. O. B. (named point) Freight Allowed to named point on the seaboard)"—Under this —Under this quotation:
- Seller must: (1) place goods on or in cars or lighters; (2) secure railroad bill of lading;
  (3) be responsible for loss and/or damage until goods have been placed in or on cars or lighters at forwarding point, and clean bill of lading has been furnished by the railroad company.
- B. Buyer must: (1) be responsible for loss and/or damage incurred thereafter; (2) pay all transportation charges (buyer is then entitled to deduct from the amount of the invoice the freight paid from primary point to named port);
  (3) handle all subsequent movement of the goods; (4) unload goods from cars; (5) transport goods to vessel; (6) pay all demurrage and/or storage charges; (7) arrange for storage in warehouse or on wharf where necessary.
- 4. The seller may desire to quote a price covering the transportation of the goods to seaboard, assuming responsibility for loss and/or damage up to that point. In this case, the proper term is:
- "F. O. B. Cars (named point on seaboard)"-Under this quotation:
- A. Seller must: (1) place goods on or in cars; (2) secure railroad bill of lading; (3) pay all freight charges from forwarding point to port on scaboard; (4) be responsible for loss and/or

- damage until goods have arrived in or on cars at the named port.
- B. Buyer must: (1) be responsible for loss and/or damage incurred thereafter; (2) unload goods from cars; (3) handle all subsequent goods from cats, (3) handre air sussequent movement of the goods; (4) transport goods to vessel; (5) pay all demurrage and or storage charges; (6) arrange for storage in warchouse or on wharf where necessary.
- 5. It may be that the goods, on which a price is quoted covering the transportation of the goods to the seaboard, constitute less than a carload lot. In this case the proper term is: "F. O. B. Cars (named port) L. C. L."—Under this quotation:
- A. Seller must: (1) deliver goods to the initial carrier; (2) secure railroad bill of lading; (3) pay all freight charges from forwarding point to port on seaboard; (4) be responsible for loss and/or damage until goods have arrived on cars at the named port.
- B. Buyer must: (1) be responsible for loss and/or damage incurred thereafter; (2) handle all subsequent movement of the goods; (3) accept goods from the carrier; (4) transport goods to vessel; (5) pay all storage charges; (6) arrange for storage in warehouse or on wharf where necessary.
- 6. Seller may quote a price which will include the expense of transportation of the goods by rail to the seaboard, including lighterage. In this case, the proper term is:
  "F. O. B. Cars (named port) Lighterage Free"

Under this quotation:

- A. Seller must: (1) place goods on or in cars; (2) secure railroad bill of lading; (3) pay all transportation charges to, including lighterage at, the port named; (4) be responsible for loss and/or damage until goods have arrived on cars at the named port.
- B. Buyer must: (1) be responsible for loss and/or damage incurred thereafter; (2) handle all subsequent movement of the goods; (3) take out the insurance necessary to the safety of the goods after arrival on the cars; (4) pay the cost of hoisting goods into vessel where weight of goods is too great for ship's tackle; (5) pay all demurrage and other charges, except lighterage charges.
- 7. The seller may desire to quote a price covering delivery of the goods alongside overseas vessel and within reach of its loading tackle. In this case, the proper term is:
- "F. A. S. vessel (named port)"-Under this quotation:
- A. Seller must: (1) transport goods to seaboard; (2) store goods in warehouse or on wharf if necessary; unless buyer's obligation includes provision of shipping facilities: (3) place goods alongside vessel either in a lighter or on the wharf; (4) provide the usual dock or ship's receipt; (5) be responsible for loss and/or damage until goods have been delivered alongside the ship or on wharf.
- B. Buyer must: (1) be responsible for loss and/or damage thereafter, and for insurance; (2) handle all subsequent movement of the goods; (3) pay cost of hoisting goods into vessel where weight of goods is too great for ship's
- 8. The seller may desire to quote a price covering all expenses up to and including delivery of the goods upon the overseas vessel at a named port. In this case, the proper term is: "F. O. B. vessel (named port)"—Under this quotation:
- A. Seller must: (1) meet all charges incurred in placing goods actually on board the vessel; (2) provide the usual dock or ship's receipt;(3) be responsible for all loss and/or damage until goods have been placed on board the vessel.

- B. Buyer must: (1) be responsible for loss and/or damage thereafter; (2) handle all subsequent movement of the goods.
- 9. The seller may be ready to go farther than the delivery of his goods upon the overseas vessel and be willing to pay transportation to a foreign port of delivery. In this case, the proper term is:
- "C. & F. (named foreign port)"-Under this quotation:
- A. Seller must: (1) make freight contract and pay transportation charges sufficient to carry goods to agreed destination; (2) deliver to buyer or his agent clean bills of lading to the agreed destination; (3) be responsible for loss and/or damage until goods have been delivered alongside the ship and clean ocean bill of lading obtained (seller is not responsible for delivery of gradus at dectination). of goods at destination).
- B. Buyer must: (1) be responsible for loss and or damage thereafter and must take out all necessary insurance; (2) handle all subsequent movement of the goods; (3) take delivery and pay costs of discharge, lighterage and landing at foreign port of destination in accordance with bill of lading clauses; (4) pay foreign cus-toms duties and wharfage charges, if any.
- 10. The seller may desire to quote a price covering the cost of the goods, the marine insurance on the goods, and all transportation charges to the foreign point of delivery. In this case, the proper term is:
- "C. I. F. (named foreign port)"-Under this quotation:
- A. Seller must: (1) make freight contract to pay freight charges sufficient to carry goods to agreed destination; (2) take out and pay for necessary marine insurance; (3) deliver to buyer or his agent clean bills of lading to the agreed destination, and insurance policy and/or gotiable insurance certificate; (4) be responsible for loss and/or damage until goods have been delivered alongside the ship, and clean ocean bill of lading and insurance policy and/or negotiable insurance certificate have been delivered to the buyer, or his agent. (Seller is not responsible for the delivery of goods at destination, nor for payment by the underwriters of insurance claims; (5) provide war risk insurance where necessary for buyer's account.
- B. Buyer must: (1) be responsible for loss and or/damage thereafter, and must make all claims to which he may be entitled under the insurance directly on the underwriters; (2) take delivery and pay costs of discharge, lighterage and landing at foreign port of destination in accordance with bill of lading clauses; (3) pay foreign customs duties and wharfage charges, if any.

#### EXPLANATIONS OF ABBREVIATIONS F. O. B. . . . Free on board F. A. S. Free along side C. & F. Cost and freight C. I. F. . . . . Cost, insurance and freight L. C. L. . . . . Less than carload lot

#### GENERAL RECOMMENDATIONS

In reaching the conclusions set forth in this statement the Conference considered the fact that there are, in more or less common use by manufacturers in different parts of the United States, numerous variations of these abbreviations, practically all of which are employed to convey meanings substantially synonymous with those here defined. For instance, there are manufacturers who quote "F. O. B. Cars," "F. O. B. works," "F. O. B. Mill" or "F. O. B. Factory" meaning that the seller and buyer have the same responsibilities as those set forth in section 1. The Conference considered all those variations and determined to recommend the use of "F. O. B. (named point)," as "F. O. B. Detroit,"

"F. O. B. Pittsburgh," etc. Of the considerable number of these abbreviations which are used in the United States, the Conference felt that the form "F. O. B. (named point)" is most widely used and understood, and therefore should be adopted as the standard of practice.

The chief purpose of the Conference is to simplify and standardize American practice, and to that end it urges manufacturers and exporters to cease the use of synonymous abbreviations and quote habitually in the terms here recommended, just as far as these terms will cover the price conditions which it is desired to arrange with the buyer.

Variations of the abbreviations recommended in other sections also are in more or less common use throughout the United States. The recommendations of the Conference set forth above apply to them with the same force as to those cited under section 1.

Manufacturers and exporters are urged to bear in mind that the confusion and controversies which have arisen have sprung in part from the use of an excessive number of abbreviated forms with substantially similar meanings, as well as from the use of abbreviations in a sense different from their original meanings, or in an application not originally given them and different from the sense or application understood by foreign buyers.

The Conference urges upon manufacturers and exporters the very great importance at all times of making their intention in whatever quotations they employ so thoroughly clear as to be impossible of misunderstanding or misinterpretation. It is much better to take the time and space at the outset to make the quotation clearly understood, than to be compelled in the end to go through vexatious controversy or litigation, which costs not only time and expense but customers as well. Misunderstandings can best be avoided if the seller will formulate a written statement of the general conditions under which his sales are to be made, and will see that the foreign buyer possesses these terms of sale when considering a quotation. The items, which may be included in such a statement, deal with: delivery, delays, partial shipments, shipping instructions, inspection, claims, damage, and payment. If all contingencies are thus covered by carefully considered conditions of sale, disputes will largely be prevented.

The quotation "F. O. B. (named port)" as "F. O. B. New York," "F. O. B. New Orleans," "F. O. B. San Francisco," is often used by inland producers and distributors to mean merely delivery of the goods at railway terminal at the port named. This abbreviation originated as an export quotation and had no application to inland shipments. It was used only to mean delivery of the goods upon an overseas vessel at the port named. That, in fact, is the meaning universally given to the phrase among foreigners, and is the meaning which the best practice among exporters requires it invariably to have. But because of the confusion which has arisen through the use of that form with a different meaning by inland producers and distributors, and in the interest of unmistakable clarity, the Conference most strongly urges the invariable use by American manufacturers and exporters of the form "F. O. B. Vessel (named port)." This adds only one word to the abbreviated form and has the great advantage that it cannot be misunderstood. It also avoids the difficulty which might arise among foreigners not always well versed in American geography, through confusing an inland forwarding point with a shipping port at seaboard.

The Conference calls attention to the fact that in selling "F. A. S. Vessel" manufacturers and exporters should be careful to have their agreements with buyers cover explicitly the question of responsibility for loss after goods have been delivered on the wharf or alongside the vessel and before they are actually loaded on the ship. There is no generally established practice on this point. The recommendation of the Conference in the definitions of responsibility under section 7, sets up a rule which it is hoped will lead to the establishment of a standard practice.

It is understood that the provision of lighterage covered in several of these recommendations is only within the usual free lighterage limits of the port, and that where lighterage outside such limits is required, it is for buyer's account.

In order to avoid confusion in another particular, attention is called to the care which must be exercised in all cases in making weight quotations. The net ton, the gross ton and the metric ton, all differ in weight. Similarly there is a variation in the use of the term "hundredweight" to mean either 100 pounds or 112 pounds. It is, therefore, not sufficient to quote a price per "ton" or per "hundredweight", lastead the Conference recommends the use of the terms "ton of 2,000 lbs.", "ton of 2,240 lbs.", or "ton of 2,204 lbs.", etc., whichever is intended.

It is also important to note that a carload lot in the United States means the quantity of the particular commodity in question necessary to obtain the carload freight rate for transportation on American railways. This quantity varies according to the commodity and also varies in different parts of the country. Certain commodities being more bulky than others, the minimum carload for them is less than for heavier products occupying less space. The load required may range anywhere from 12,000 to 90,000 pounds. Consequently it is important, when quoting prices applicable to carload lots, to so state and to specify the minimum weight necessary to make a carload lot of the particular commodity for the particular shipment in question.

The Conference points out that in quoting "C. & F." or "C. I. F.," manufacturers and exporters moving large quantities of material by one vessel should be careful to ascertain in advance the buyer's capacity to take delivery. This because, under these terms and as a condition of making the freight rate, transportation companies may require a certain rate of discharge per day, and that rate of discharge might be in excess of the buyer's capacity to take delivery. In such event an adjustment with the transportation company would be necessary, which might affect the freight rate and consequently the price to be quoted.

The Conference also strongly urges shippers clearly to understand the provisions of their insurance protection on all foreign sales, irrespective of the general terms used thereon. In almost all cases, it should be possible, when making shipments by steamer, to obtain insurance cover giving full protection from primary shipping point to designated sea port delivery, and/or foreign port delivery. As ordinary marine insurance under F. P. A. conditions, i. e. free of particular average, gives no protection against deterioration and/or damage to the merchandise itself while in transit, when caused by the recognized hazards attending such risks, shippers should endeavor in all cases to obtain insurance under W. P. A. (S. P. A.) conditions, i.e. with particular average (subject to particular average), when in excess of the customary franchise of 3% to 5%. Under such form of insurance, underwriters will be called upon to pay claims for damages when these exceed the stipulated franchise.

The Conference points out that inasmuch as fees for consular invoices and similar items are arbitrary charges fixed by foreign governments, they are not included in the terms of C. & F. or C. I. F. quotations, and it is part of the duty of buyer to meet them.

#### WHITE IS BEST COLOR

In a paper presented at the Tenth Annual Safety Congress of the National Safety Council at Boston recently, Frank B. and Lillian M. Gilbreth, consulting engineers, declared that after a study covering several years they have been convinced that white is to be preferred in tool rooms and machine shops as the color of machine tools and metal working equipment over black, dark green and grey, the predominating colors today in such establishments.

#### PACKING FOR EXPORT

Some helpful advice regarding the packing of merchandise for shipment to Brazil is published in a recent issue of the *Weekly Bulletin* of the Canadian Department of Trade and Commerce. Most of this advice is applicable to goods shipped to the Philippines.

After pointing out that cases should be well made and with best quality pine, attention drawn to the fact that even in the capital city three-fourths of the goods are unloaded into lighters, which means that the packages will be again handled by crane on arrival at the docks, with the possibility of a third and fourth handling for reshipment. Packages are unloaded as often by chain as by ropes, and occasionally, when un loading automobiles or heavy machinery, something goes wrong with the cranes and the package may be dropped the last two feet and roll over on to the surplus rope. The machinery is then reversed and the package is rolled back again while the surplus rope is being taken up. Small parcels are generally unloaded in nets. When the net reaches the ground, heavy packages may drop on light ones, and when the ne opens the whole lot will roll out on the dock. If cases are not strong they are likely to be broken.

The real test comes, however, when the merchandise is piled twenty feet high in the Customs warehouse. During a recent inspection of foreign packing in a Brazilian dock warehouse it was found that lower packages were being crushed under the immense weight of the goods piled above. If an exporting house does not possess a thoroughly qualified foreign export packer, no goods should be sent abroad unless packed under the personal supervision of the general manager of the company.

In order to guard against pillerage, cases containing silks, hosiery, or any small high-class article should have a smooth surface, protected by a covering of burlap or hessian, sewn a tightly as possible in such a way that the case cannot be broken into without unsewing the covering, and it is advisable that the stitching be painted over or dyed with any bright color so as to prevent the covering being picked or resewn. A further safeguard would be to paint the whole with a weak solution of glue or varnish, which will shrink the material and cause it to adhere tightly to the case.

Different kinds of goods should be packed in different cases. For example, an importer received a quantity of pencils and rubbers in the same case. This meant a loss of time to the Customs authorities, who fined the consigner an amount equal to 100 per cent of the duty When using pine strips for bracing, packacan sometimes be just as advantageously bractinside as outside, steel strapping, of course being used at the same time for the outside.

When marking goods, the number of the case, the letters showing consignee and the address must be printed plainly and together on one side of the case and not surrounded by other numbers, perhaps designating the contents, but very confusing to the man who is gathering one consignment. If the number of the package is on one side and the name of the consignee and address on the other, the whole cannot be seen without shifting the package. In making out invoices the following facts must be given:—Gross weight of package, gross weight of each inside package, net weight of each kind of merchandise, and the merchandise must be correctly described. If the article is paint in oil for example, it is not sufficient to say "paint, as paint in oil has to pay a duty of \$100, in Brazil, while enamel paint pays a duty of \$500.

Another important rule to observe when undertaking foreign export is to note explicitly the instructions with reference to packing sometimes given by the buyer. Matters that may seem trivial to the exporter may be of great importance to the importer.

### PHILIPPINE FOREIGN TRADE IN 1921\*

By THE EDITOR

Customs figures for 1921 show that the year has been an unfortunate one for the Islands from a foreign trade standpoint. An unfavorable balance of \$P55,446,503 in place of a favorable balance of \$P3,371,146 for the year 1920 briefly tells the story of the worst slump Philippine business has experienced in recent decades.

Deflation, which started its world-wide course in the spring of 1920 in Japan, began to make itself seriously felt in the fall of that year in the Philippines. The slackened world demand for all commodities, especially raw products, resulted in a rapid curtailment of exports by the beginning of 1921. At the same time imports showed an increase, goods which had been ordered in the piping times of prosperity some months back beginning to arrive in huge shipments.

A disproportionately large unfavorable balance was thus created and the Islands passed through a period of financial disequilibrium that for a time threatened to result in a panic. There were even suggestions of a moratorium, but the banks, acting in concert and with commendable discrimination, prevented a financial panic and, through the gradual curtailment of credits, reduced imports to a point where a favorable balance was secured. The last four months of 1921, it will be seen by Table I, showed an excess of exports over imports.

TABLE I
IMPORTS AND EXPORTS BY MONTHS

	1921	1920
	Impo	orts
January	P 27,789,997	P 20,442,867
February	32,726,293	14,357,570
March	22,131,690	24,731,613
April	20,651,381	15,566,801
May	15,513,759	21,479,345
June	21,232,802	20,714,964
July	25,725,372	32,647,649
August	23,268,811	20,484,610
September	11,558,181	28,265,286
October	9,440,162	33,509,469
November	10,287,703	40,827,608
December	11,350,997	25,848,783
Total Imports	P231.677.148	P298.876.565

	Exports
January February March April May June June July August September October	P 13.519.401 P 26.569.989 17.017.186 15.866.522 9.867.741 24.018.024 44.212.537 33.365.232 15.872.648 20.388.166 18.428.815 52.898.653 16.819.891 40.256.643 13.608.3385 22.314.956 14.928.603 15.272.342 12.261.421 19.509.466
November	16,064,623 13,841,033 13,630,791 17,866,585

# Total Exports...... P176,232,042 P302,247,711 QUANTITIES VS. VALUES

For purposes of comparison, the customs figures for 1913, the latest pre-war year, will be freely used in this article, as they give an index to the manner in which our foreign trade has advanced and has undergone changes since that time. We find for example that the total foreign trade for the year 1913 was \$\mathbb{P}202,171,484, as compared with \$\mathbb{P}601,124,276\$ in 1920 and \$\mathbb{P}407,907,793\$ in 1921. The large total in 1920 doubtless was due to a considerable extent to the higher prices for commodities incident to the post-war boom, which was then at its height as comparison between quantity differences and value differences will clearly show. Thus, we find from Table II that from 1913 to 1920 the quantity of sugar exported increased about 15 per cent. Turning to Table III we find that the value of the exported sugar between 1913 and 1920 increased more than 600 per cent. This is the extreme case, but in general it may be

TABLE II
PRINCIPAL EXPORTS, 1921, 1920, 1913
By QUANTITIES

		1921	1920	1913
1.	Sugar	289.876.158	180.340.670	157,333,707
2.	Coconut Oil.	90,292,242	77,571,405	5,010,429
3.	Copra	150,335,314	25,803,044	82.219.363
4	Hamn	100,401,940	141.485.785	
Ξ.	Hemp.			119,821,435
э.	Embroideries.	No unit	of quantity re	corded.
6.	Leaf Tobacco	21,931,898	19,939,788	12,741,081
7.	Cigars	154,400,188	421.545.143	191.762.442
8.	Maguey	11.991.414	10.808.725	7.071.589
9.	Lumber.	27.693	32,620	17.518
10.	Copra Meal.	44.419.166	36.981.990	
11.	Cordage	1.793.254	2.003.444	276.157
12.	Hats	217.465	688.711	547.218
13.	Pearl Buttons.	226,699	379,296	
14.	Shells	375,336	488,205	1.152.945
15.	Gums and Resins	627,114	1,486,190	1,328,288

Note:—All quantities in kilos, except for hats and cigars, which show number; humber, which is given in cubic meters; and pearl buttons, in gross.

TABLE III
PRINCIPAL EXPORTS, 1921, 1920, 1913
By Values

		1921	1920	1913
1.	Sugar	P51,037,454	P99,238,520	P14.065.778
2.	Coconut Oil.	32,103,036	46,537,773	2,292,678
3.	Copra	26,146,913	7,433,741	19,091,448
4.	Hemp.	25,969,385	71,724.000	42,242,168
5.	Embroideries.	10,696,207	15,623,567	352,338
6.	Leat Tobacco	9,522,812	13,480,965	3,709,552
7.	Cigars	6,426,452	25,442,276	6,024,468
8.	Maguey	1,848,794	2,737,844	1,181,902
9.	Lumber.	1,567,533	1,824,345	623,314
10.	Copra Meal	1,208,930	2,393,122	
11.	Cordage	918,544	1,373,706	124,402
12.	Hats	608,724	1,539,596	817,878
13.	Pearl Buttons	245,905	546,171	77,346
14.	Shells	204,012	419,490	792,570
15.	Gums and Resins	187,462	869,625	386,784

stated that prices between 1913 and 1920 increased much faster than the quantities. Between 1920 and 1921 the price movement was downward. Thus while sugar exports in 1921 increased about 60 per cent over 1920, the value of the 1921 sugar exports was about 50 per cent less than that of the 1920 exports. Coconut oil paralleled this movement during the year 1921 and other export articles followed suit. Quantity figures on imports are not available, but the falling prices had in reality much to do with the apparent big slump in imports during 1921, as measured by values only.

Coconut oil and copra displayed the greatest activity during the year and these products developed a steady and healthy market. The demand for copra grew tremendously, due largely to the fact that it has been discovered that copra is the cheapest container for coconut oil.

#### INDEX TO LIVING STANDARDS

Exports of cotton goods showed a big slump in 1921, as compared with 1920 (see Table IV), due largely to the overstocking of the market in the boom times. A noteworthy feature of Table IV is the rise which it shows in the importation of automobiles, parts and tires, and gasoline, as well as of illuminating and lubricat-

ing oils since pre-war days. The iron and steel imports, which head the list, appear to have held their own in 1921, as compared with 1920. No literary effort could be better descriptive of the advance in civilization and culture of the Filipino people than this table of imports. The standard of living has taken a tremendous jump upward during the last eight years, as

jump upward during the last eight years, as evidenced by these import figures.

Table V shows Philippine imports by countries. The United States has always been the chief source of supply for the Philippines. It will be noted that the percentage of imports from the United States rose from 51.2 in 1913 to 64.8 in 1921, with a slight increase from 1920 to 1921. Japan is still second on the list, although she lost somewhat in percentage of imports during 1921. China is third, having registered a good percentage gain, and the United Kingdom fourth. Our imports from the Dutch East Indies registered a substantial gain during the year. Germany also sent considerably more goods to us in proportion to our total imports than in the year before.

#### JAPAN TAKING HEMP

Our export trade during 1921, as usual was chiefly with the United States, that country registering 57.7 per cent of the total, as shown

TABLE IV 20 PRINCIPAL IMPORTS, 1921, 1920, 1913

		1921	1920	1913
1.	Iron and Steel and Manufactures of	P44.109.807	P43,759,204	P17.227.808
2.	Cotton Cloths (piece goods)	25,463,804	50.142.465	16,350,726
3.	Other Cotton Goods	12,184,397	18,653,291	7,337,876
4.	Automobiles, Parts, Tires	9,645,260	14,921,366	2,526,804
5.	Illuminating Oil	9,014,714	7,715,706	2,536,088
6.	Gasoline	8,832,227	7,666,168	706,390
7.	Wheat Flour	7,017,174	9,443,515	3,797,908
8.	Coal	6,987,004	10,792,077	3,168,134
9.	Rice	6,649,395	16,329,770	6,329,182
10.	Meat Products	6,255,609	5,245,317	4,106,500
11.	Paper and Paper Goods	6,066,029	4,964,112	1,638,874
12.	Dairy Products	4,325,411	6,358,436	2,422,530
13.	Cattle and Carabao	4,074,725	1,617,189	337,208
14.	Lubricating Oil	3,943,456	1,248,260	332,880
15.	Silk Goods	3,721,538	6,036,511	1,672,644
16.	Electrical Instruments, etc	3,401,911	2,643,067	1,028,746
17.	Chemicals, Drugs, Dyes, etc.	3,349,384	4,384,216	1,438,160
18.	Cars, Carriages, etc. (not automobiles)	3,345,418	3,417,881	1,175,760
19.	Tobacco Goods	3,211,824	1,984,285	543,310
20.	Fish and Fish Products	2,965,912	5,706,114	1,691,560

(Continued on page 18)

<sup>\*</sup> The tables in this article were compiled by this publication from customs figures. Credit should be given the American Chamber of Commerce Journal when these tables are used.



#### EDITORIAL OFFICES

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

Vol. II February, 1922 No. 2

#### THE COMMERCIAL AND INDUSTRIAL FAIR

The Philippine Carnival Association is to be commended for its decision to add a real commercial and industrial exhibition to its many features this year. Such an exhibition will give thousands of people an opportunity to become acquainted with articles of which they had no knowledge or but scant knowledge previously. It gives business firms an opportunity to present their products to the public in an attractive and economical manner.

Anything that tends to raise the standard of living in these Islands is a business booster. Commercial and industrial fairs such as the present one staged by the Carnival Association help materially in raising the peoples' standard of living, thus boosting business and hence advancing the general material welfare of the country.

The Carnival doubtless is a good safety valve for the exuberant spirits of the populace and has its psychological values. The commercial and industrial fair gives it a very decided material value. And there is no good reason why favorable psychological conditions should not be utilized for material benefits. In fact there is every reason why they should be. The commercial and industrial fair in connection with the Carnival might well become a regular feature of the annual fiesta.

#### AN AMERICAN SCHOOL

For the past five or six months, the American Chamber of Commerce has been making a futile effort to bring about the establishment in Manila of a purely American school, a school to which American parents could send their children in the knowledge that they were being instructed in an American way by American teachers and in accordance with American standards. The local Americans want a school that will properly prepare their children for a continuance of studies in the homeland, either in the lower or the higher institutions of learning.

Such a school is not now in existnce. The Central School was originally designed to be an American school. It was one for a short time. Then the Filipino politicians began to exert an influence that could not be resisted by the Harrison régime, until the school became the half-and-half institution it is today.

Since the matter came to the attention of Governor-General Wood some weeks ago, intimations have been received by the Board of Directors of the Chamber that there is a disposition on the part of the authorities to supply the teaching personnel and equipment if the American community will furnish a building—in other words, the government is prepared to supply an American school but is not willing to pay the rent for a school house. It is also intimated that the school to be established will also be available to the children of Europeans.

The American community of the Philippines believes it is entitled to a school for its children and is not disposed to compromise in the matter. American children must have instruction different from that adapted to Filipino children. It might be permissible to admit European children to such a school inasmuch as their future environment will not differ greatly from that of the American children, but in aims, methods and ideals the school should be American and nothing else. Moreover, it is felt that the American community bears a sufficient proportion of the tax-burden to entitle it to a rent-free school building.

There has been too much evasion and procrastination in this whole proposition. The time for action has arrived. The matter is wholly up to Governor Wood, the Secretary of Public Instruction and the Director of Education. Shall we have an American school in Manila or shall we not have one? The American Chamber of Commerce would like to have a definite answer before the close of the present school term.

#### McINTYRE ON "LOBBYING"

Major General Frank McIntyre, chief of the Bureau of Insular Affairs, Washington, is reported to have written General Wood that if the Americans in the Far East had not maintained an expensive "lobby" in Washington, the income tax exemption feature of the new revenue bill might have been made retroactive. General McIntyre intimates that the members of Congress reasoned that if these Americans can afford to maintain such a lobby, they can afford to pay their back income taxes.

We believe that General McIntyre is greatly mistaken in his deductions and that his characterization of what the Americans in the Philippines have done to obtain a square deal in Washington as a "lobby" is unjustified and unjustifiable. The Americans in the Philippines believe that they should not be discriminated against simply because they are Americans. They hold that the Washington Government should not tax them in such a way as to handicap them in competition with merchants of other nationalities doing business in the Islands. Not having any direct representation in Washington, they named one of their number to act as a paid representative in Washington, to explain to the members of Congress the claims of the American taxpayers in the Philippines, so that these claims might receive due consideration when the revenue bill came up for discussion and decision

Judge Williams and Mr. Hord, the successive representatives of the American Chamber of Commerce, are both men of the highest character and standing. Not by any stretch of the imagination could they be called "lobbysists" in the commonly accepted meaning of the term. They served no special interests except American citizenship resident in the Philippine Islands, and their conduct and activities were honorable, dignified and worthy of respect and consideration. They were not expected to browbeat members of Congress or to use unclean methods—as might be inferred from their classification as "lobbyists."

Possibly General McIntyre is peeved at the fact that the Americans in the Philippines are not content to leave the handling of matters affecting their interests exclusively in other hands. He may think that the employment of a paid representative in Washington by the American Chamber of Commerce of the Philippines reflects upon General McIntyre's own ability and sincerity in certain matters affecting purely American interests in the Islands. Be that as it may, the fact remains that the local American business men feel justified in making original efforts for recognition and a hearing in Washington.

If, as General McIntyre's screed would intimate, he could have succeeded in securing the retroactive feature of the income tax bill which was unfortunately left out, what was there to prevent him, assuming he was genuinely interested in the welfare of the American business men in the Philippines? Surely, he must know that without the retroactive clause, the income tax law as applied to the Philippines is unjust and discriminative. If it is wrong to apply the American tax now in the Islands, it was wrong in 1920, 1919, and 1918. If it was right to collect the tax in 1918, 1919, and 1920, it is right to collect it now. To be fair and just, the law must not prescribe one standard for one year and another for other years. General McIntyre could not persuade Congress to this viewpoint, he would make us believe, because we had a representative in Washington who tried to help, and did help, in the effort to have an equitable tax bill enacted.

This Chamber is not in a position to speak for the American business communities in China that have endeavored to have their interests properly looked after in Washington, but it is felt that their activities were perfectly legitimate and within the bounds of propriety and good sense. Like the Manila business men, they would be justified in protesting against the reflections cast upon their efforts to obtain a square deal in Congress on their own initiative.

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#### LACK OF CONTINUITY

The great fault of American policy in the Philippines has been lack of continuity. Political conditions have been in unstable equilibrium from the moment of American occupation. We have never been certain that any particular policy or norm of conduct would be followed for any length of time. Hence business conditions have been in a similar condition of instable equilibrium.

Business men have had to make plans based on the conditions of the moment. They could not sit down and plan development with a vista of politically untroubled years in mind. Except in the case of a few oldestablished European houses, which apparently do not pay much heed to political developments, the business community in general has been on pins and needles for some twenty-three years. Everybody was concerned with the gains and losses of the day and paid no great heed to the possibilities of the morrow. American business houses have come and gone. A few men have made fortunes and cleared out of the country as fast as they could, realizing that at any moment the political status, and with it the economic status, may shift for the worse.

Conditions have favored the opportunist and adventurer and have discouraged the conservative investor and builder.

Those Americans who are now well-established in business and industry have had to suffer many shocks and breast many discouragements. They have had a hard, uphill struggle, the rewards of which are by no means assured in many cases.

To illustrate the precariousness and uncertainty of the situation we need only point to the Clark amendment of 1916, which missed being passed by Congress by a hair's breadth. It would have established independence in the Philippines.

Sound and conservative economic development in the Philippines can not be expected until the political status of the Islands is definitely settled and a policy with some guarantee of continuity is instituted. How this can be done is a problem that presents many difficulties, in view of the elastic mechanism of our national government and the important part partisan politics plays in it. Certainly the present aimless and shiftless status of the Philippines problem, with no definite policy to look forward to, is not conducive to better or bigger business.

#### GOING AFTER TOURISTS

"I was yesterday morning in the richest tin valley of the world, that of Kinta. The day before I was discussing the very difficult problem of rubber with specialists at Kuala Lumpur. The travelling public have to find their way to these places. It is very different in Java. The Netherlands Indies government has an excellent Tourist Bureau. I had not been in Batavia an hour before I was visited by the government official whose duty it is to tell visitors all about every part of Java. Within 24 hours I had seen some of the very best rubber estates, coffee and tea plantations and was provided with a batch of literature in English on the subject of Java."

Thus spoke Lord Northcliffe during his recent visit to the Federated Malay States. With his usual quick perception he placed his finger on one of the weakest spots of the Federated Malay States government, its lack of tourist-attracting publicity and tourist-encouraging service, a weakness from which the Philippines also suffer. He cited Java as an example of a country where the proper things are being done to attract and hold the tourist. That these factors play a large part in securing the tourist trade and that actual conditions are not so much responsible may be proven by the following excerpt from the same paper which contained the above quotation of Lord Northcliffe:

"During the week ended on the 16th ultimo, 451 deaths were recorded in Java from plague. Of these, 194 occurred in the Magelang district and 118 in Bojolali. Other large totals were Salatiga 62 and Seorakarta 32."

Just think of it—451 deaths from plague in one week! And Java is hailed as the garden spot of the earth and attracts to its shores thousands of tourists every year who never think of stopping off in the Philippines or in the Federated Malay States. Let half a dozen sporadic cases of cholera occur in Manila and immediately Hongkong and other cities enforce quarantine regulations against this port, although cholera is not a contagious disease like plague and can only be communicated from person to person through the mouth. Moreover, the mortality from cholera is nowhere near as high as is that from the plague. Not long ago, a tourist was quoted

in a local daily to the effect that Manila bears the unenviable reputation of being the "pesthole of the Orient," when, as a matter of fact, it is the cleanest, healthiest and most sanitary city in the Far East, comparing in these particulars with many cities of excellent sanitary reputation in the temperate zone.

It is clear that the Philippines need wider and more intelligent publicity as a desirable region for tourists to visit. It is also true that more efficient service designed to please and attract tourists is necessary. The Bureau of Commerce and Industry maintains an inadequately manned tourist bureau. Moreover it is not practically helpful in encouraging the tourist trade. Not long ago a local automobile man desired to employ a new and beautiful auto-bus in the tourist trade. His idea was to meet tourists at the piers and show them around Manila and the suburbs at a nominal charge per person. He called upon the Bureau of Commerce and Industry to assist him. He was received with exemplary courtesy and was promised most cordial cooperation. Two of the Bureau's tourist agents were assigned to the work. They were supposed to meet the passenger vessels in the bay and interest them in patronizing the sightseeing bus. Apparently the task was too much for their dignity, for they didn't do what was expected of them. And when a ship carrying a large number of tourists arrived on a Sunday, they didn't show up at all, although they had promised to. Since the owner of the bus could not afford to hire tourist agents, he gave up the enterprise. He saw that it was hopeless to expect proper cooperation on the part of the government. Incidentally, it might be mentioned that at the time all this took place, the chief government tourists guide was off on a trip with an American millionaire who was making a honeymoon jaunt to the southern islands.

The tourist traffic is an extremely profitable one. Japan makes a good thing of it, so does Java and, to a certain extent, China. The Philippines have as many, if not more, attractions, as any of these countries, but they are not properly exploited and advertised. A few hundred thousand pesos expended on tourist publicity for the Islands would doubtless yield a rich return.

Since the above editorial was written and just as the JOURNAL is ready to go to press, we note the following items, in the *Manila Daily Bulletin* of January 24, which have a significant bearing on the question under discussion:

Mrs. James, wife of Arthur Curtis James, admiral of the New York Yacht Club and one of the 30 richest men in America, has written to a friend in Manila saying that she and Mr. James are making a cruise of the world on their yacht. Aloha II, and will not call at Manila, as they intended, because a friend has informed them that cholera exists in Manila and if they landed here they would be quarantined at Java. They therefore changed their schedule and sailed from Honolulu direct to Java. They had hoped to spend several weeks in the Philipoines.

Cutting out Manila and proceeding to Java! We leave it to any physician, bacteriologist or scientist acquainted with this part of the world, which is the safer place, the Philippines or Java?

Here is the other item:

Letters received in the last mail from Shanghai state that there is a severe outbreak of smallpox there which has visited the foreign communities. Among Chinese it is described as very bad. The poor are said to have the impression that they can vaccinate themselves by inhaling powdered scales from smallpox patients, and the practice tends to spread the infection rapidly.

We have heard of no local quarantine against Java or Shanghai.

#### A TRADING CENTER

The Philippine Chamber of Commerce has been making inquiries regarding the proposal to establish a Trading Center in Manila where merchants could meet and transact business expeditiously. The idea is a good one and it is hoped that it will be carried to realization.

At present there is not a single exchange in Manila. Business is conducted by telephone and by arduous leg work. There is no place where business men of all nationalities habitually meet to trade in any one line. The proposed Trading Center, or exchange, would bring together those engaged in the principal lines, thus resulting in a saving of time and energy for all participating.

A plan such as this would seem to offer so many obvious advantages that its realization should not appear difficult. However, custom is hard to change in an old-established commercial community like Manila, where business has been conducted along certain lines for centuries. We anticipate some difficulty in the carrying out of the project, but have no doubt of its ultimate realization.

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# LAND & WATER TRANSPORTATION

RECEIVING & FORWARDING
AGENTS

#### PHILIPPINE FOREIGN TRADE IN 1921

(Continued from page 15)

TABLE V IMPORTS BY COUNTRIES

Perce	Percentages of Imports	
1921	1920	191
United States 64.8	63.0	51.
Japan 9.4	10.7	6.
China	7.2	4.
United Kingdom 3.7	3.4	10.
French E. Indies 2.7	3.1	5.
Dutch E. Indies 2.3	1.6	Ö.
Australasia	2.7	5.
Siam	2.9	0.
France	1.3	2.
Brit. E. Indies 1.1	1.9	1.
Switzerland 0.8	0.6	1.
Spain 0.6	0.5	2
Hongkong 0.5	0.4	1.0
Germany 0.5	0.2	5.
All Others 0.5	0.5	2.

TABLE VI EXPORTS BY COUNTRIES

	Percentages of Total Exports		
	1921	1920	1913
United States	57.7	70.0	34.7
Japan	7.8	4.9	8.2
Netherlands	5.9	2.3	0.6
United Kingdom	5.3	8.0	19.0
Hongkong	5.1	4.6	6.6
Spain	4.7	3.8	5.1
Germany	3.5	0.7	3.6
France	3.0	0.7	11.2
China	2.9	1.5	3.4
Brit. E. Indies.	1.6	1.3	2.8
Australasia	0.8	0.7	1.3
Belgium	0.4	0.3	1.1
Canada		0.6	
All Others	1.3	0.6	2.4

in Table VI. This was a drop from 70 per cent in 1920, but it must be remembered that Europe's needs are increasing and that there is a growing demand for Philippine goods in Japan and China. Japan has taken an unusually large quantity of the lower grades of Philippine hemp, which is manufactured into Japanese style paper. The Netherlands show a marked demand for Philippine products and now rank third as a market, next to Japan. France is also looming up stronger as a Philippine customer, while Germany bought considerably more, in proportion, in 1921 than in 1920, coming within one-tenth of one per cent of her 1913 percentage. Spain was also a better customer than in 1920.

TABLE VII
TOTAL FOREIGN TRADE BY COUNTRIES

Percentages

	1921	1920	191
United States	61.7	66.5	43.4
Japan	8.6	7.8	7.2
China	6.0	4.3	3.8
United Kingdom	4.4	5.8	14.3
Netherlands	2.7	1.2	0.5
Hongkong	2.4	2.5	3.7
Spain	2.3	2.1	3.7
France	1.9	1.0	6.9
Germany	1.8	0.5	4.5
French E. Indies	1.6	1.7	2.7
Australasia	1.4	1.7	3.3
Dutch E. Indies	1.4	0.9	0.5
British E. Indies	1.3	1.6	2.0
Siam	1.0	1.5	0.5
Other Countries	1.5	0.9	3.0

Table VII shows the extent of our foreign trade with other countries, arranged according to percentages. The United States, it will be seen, now has 61.7 of Philippine foreign trade. Japan, China, the United Kingdom and the Netherlands follow in the order named. France is slowly coming back to her former important place in Philippine business, but the United Kingdom and the British colonies are losing ground.

TABLE VIII
CARRYING TRADE BY NATIONALITIES

CARRYING I RADE DY	: VAIIO	NALITIES	
Nationality of Vessels	Perc	entage of Trade	Total
	1921	1920	1913
British	43.2	37.4	61.8
American	35.3	45.3	8.4
Japanese	12.6	12.3	8.5
Dutch	5.1	1.1	
Spanish	1.6	2.2	6.8
Philippine	1.0	1.0	3.1
Swedish	0.5		
Norwegian	0.4	0.1	0.5
Chinese,	0.2	0.1	
French.	0.1	0.1	
German			10.1
Russian.		0.2	
All Other		0.2	0.8

#### BRITISH SHIPPING GAIN

What Britain loses in exchange of commodities with the Philippines, she makes up in her shipping, however, as Table VIII, showing the Philippine carrying trade by nationalities, wijl indicate. In 1920 37.4 per cent of Philippine foreign trade was carried in British bottoms and 45.3 per cent in American bottoms. In 1921, the position was exactly reversed, British ships carrying 43.2 per cent of Philippine foreign commerce and American vessels 35.3 per cent. As in general trade, the Dutch are obtaining an increasingly large share of the Philippine shipping business.

TABLE IX

Entrances and Clearances of Vessels in Foreign
Trade

I RADE		
Manila		
Entered	Ships 1	Vet Tonnage
1921	710	2,306,338
1920	820	2,491,340
1913	137	231,467
Cleared		
1921	676	0.454
1920	676 790	2,156,938
1913	124	2,349,242
	124	190,014
Iloilo		
Entered	Ships 1	Vet Tonnage
1921	59	147,208
1920	59	114,646
1913	110	167,988
Cleared		
921	84	222 844
920	72	237,746
913	120	179,079 207,905
	120	207,905
Севи		
Entered	Ships N	Vet Tonnage
921	44	107,683
.920	47	89,647
913	113	179,216
7.		
Cleared		
921	77	269,418
920	64	174,940
913	109	167,109

#### PROVINCIAL PORTS GAINING

From Table IX some idea of the relative importance of the three leading Philippine ports, Manila, Iloilo, and Cebu, may be gained. The supremacy of Manila stands unchallenged, but in 1913 Iloilo and Cebu were not far behind the capital city in the amount of tonnage handled. Iloilo appears to have a slight advantage over Cebu, and both provincial ports are gaining in tonnage handled as compared with 1920.

#### CUSTOMS COLLECTIONS OFF

Customs collections for 1921 registered a net decrease of \$\mathbb{P}7,274,429\$. The total of customs and internal revenue collections on imported merchandise was \$\mathbb{P}20,369,872\$ for 1921, as compared with \$\mathbb{P}27,644,391\$ for 1920. The following table shows the distribution of collections by ports:

TABLE X

C	usioms Collections	
Port	1920	1921
Manila	₱20,486,523.90 ¶	13,972,778.11
Cebu	886,983,74	1,150,092.09
loilo	1,150,175,35	1,241,479.30
olo	158,497.31	127,433.71
amboanga	138,904.13	139,282.84

₱22,821,084.61 ₱16,631,066.05

Internal Revenue on Imports

Port	1920	1921
Manila	<b>P</b> 4,398,944.63	P3,206,245.54
Cebu	241,992,10	258,864.50
Iloilo	134.866.53	222,376.42
Jolo	10,684.57	10,149.15
Zamboanga	36,818.43	41,170.15

₱4,823,306.79 ₱3,738,805.76

#### THE FOUR-POWER TREATY

The four-power treaty between Great Britain, the United States, France and Japan, which abrogates the Anglo-Japanese Alliance, is a document of extreme importance to residents of the Philippines. It is remarkably short for an agreement of such great transcendence and is herewith reproduced in full:

"The high contracting parties agree as between themselves to respect their rights in relation to their insular possessions and insular

relation to their insular possessions and insular dominions in the region of the Pacific Ocean.

"If there should develop between any of the high contracting parties a controversy arising out of any Pacific question and involving their said rights which is not satisfactorily settled by diplomacy and is likely to affect the harmonious accord now happily subsisting between them, they shall invite the other high contractive parties that it is not to the parties of the p ing parties to a joint conference to which the whole subject will be referred for consideration and adjustment.

"If the said rights are threatened by the aggressive action of any other power, the high contracting parties shall communicate with one another fully and frankly in order to arrive at an understanding as to the most efficient measures to be taken, jointly or separately, to meet the exigencies of the particular situation.

"This treaty shall remain in force for ten years from the time it shall take effect, and after the expiration of said period it shall continue to be in force, subject to the right of any of the high contracting parties to terminate it upon twelve months' notice.

"This treaty shall be ratified as soon as possible in accordance with the constitutional methods of the high contracting parties, and shall take effect on the deposit of ratifications, which shall take place at Washington, and thereupon the agreement between Great Britain and Japan, which was concluded in London on

July 13, 1911, shall terminate.
"The Government of the United States will transmit to all the signatory powers a certified copy of the procès verbal of the deposit of rati-

fications.

The present treaty, in French and in English, shall be deposited in the archives of the Government of the United States, and duly certified copies thereof will be transmitted by that Government to each of the signatory powers.

"In faith whereof the above-named pleni-

potentiaries have signed the present treaty.
"Done at the City of Washington, the thirteenth day of December, one thousand nine hundred and twenty-one."

#### RESERVATION NOTE

Following is the text of the reservation note, prepared by the American delegates and ac-

prepared by the American delegates and accepted by the other powers:

"In signing the treaty this day between the United States of America, the British Empire, France and Japan, it is declared to be the understanding and intent of the signatory

powers:
"1. That the treaty shall apply to the mandated islands in the Pacific Ocean, provided, making of the treaty shall however, that the making of the treaty shall not be deemed to be an assent on the part of the United States of America to the mandates and shall not preclude agreements between the United States of America and the mandatory Powers, respectively, in relation to the mandated

"2. That the controversies to which the taken to embrace questions which according to principles of international law lie exclusively within the domestic jurisdiction of the respective powers.



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### BUSINESS AND POLITICS

By THE EDITOR



Sometimes in the course of conversation in and about the Chamber, the point is made that business men should not "mix in politics"—the implication being that this or that individual or this or that group is taking too deep an interest in the political situation, to the neglect of legitimate business discussion. The inference is that too much energy and thought are being "wasted" on political matters—mainly of concern to the natives—and that too little attention is devoted to the real; genuine business problems that confront us. The time has come, in the writer's opinion, when it might be well to go into this matter thoroughly, with a view to defining the boundaries of political concern beyond which the average American businessman in the Islands should not trespass, if such boundaries really exist and if they can be defined with any degree of exactitude.

IN THE HOMELAND

Let us first try to determine how closely business and politics are connected in the Philippines. Perhaps this may best be done by drawing a comparison with conditions in the homeland. In the United States, the average business man probably thinks that he is not much concerned with politics—but actually he can never get away from it. He picks up his daily paper, and the first thing he notices is anywhere from one to a dozen items on the front page on affairs in Washington. It may be a matter of foreign policy, such as disarmament or the League of Nations, or it may have an economic significance, such as a report on the tariff or a debate on the appropriation bill. It may be a more purely political piece of news, such as a speech by a prominent candidate for high office or the account of a convention. The

point is that what is commonly known as politics, is an important ingredient in the mental life of the modern business man, for the simple reason that it makes up such a heavy proportion of the daily grist of news—real news, the sort that constitutes history in the making and is not merely the frothy scum of the day's events.

This substantial variety of news, moreover, is the sort that interests the average business man in the homeland, more than does the "popular" variety such as murders, divorce trials, scandals, and society items. It is items of a political nature that reveal to the man of affairs the tendencies and reactions of his government, of the people who have been placed in positions of responsibility wherein they administer the public funds and control the whole machinery of the body politic. He reads with interest the items about the doings of Congress and of the Cabinet, of the President's speeches and activities, of the bills passed or rejected by his national legislature or even by his state legislature or city council, for he knows that upon these things, in the ultimate analysis, depend the health, happiness and prosperity of the people—hence the state of his business. Probably this never occurs to him in formulated shape, but, instinctively and automatically, the business mind reacts to political stimuli just as surely as the stomach reacts to the smell of food, even though its possessor may not be aware of the reaction. Of course, there are other stimuli of a non-political nature that go to make up the psychological complex of the American business man in the homeland, but the point of this discussion is that politics necessarily does play an important and indis-

pensable part in the life of the average business man. Without the knowledge and understanding of political events and tendencies as gathered from the news developments day by day, a man in business is handicapped. He must be able to interpret and keep up with the politics of the day, or he stands in danger of losing his perspective, hence his judgment and hence his noney.

LOCAL DANGERS

If politics, then, plays such an important part in the life of the business men in the homeland, where the national political status is fixed and permanent, how much more importance must it assume in a new and politically unsettled country like the Philippines. Here, not only is there the possibility of a change of parties or of domestic policies, but the very form of government is not by any means definitely settled. It is not at all impossible that some day we shall wake up and read in the papers that a resolution providing for absolute independence has been approved by the Congress of the United States. This very thing came perilously near coming to pass in 1916 when the Clark amendment was up before Congress. Many of us, particularly the "old-timers," feel that our position as American business pioneers in the Orient is not fully appreciated or understood by Congress and many of the officials in Washington. Every day we anxiously scan the papers to see what "fool" move some misinformed or uninformed individual in the national capital has pulled off. Then we have the independence commission to make life interesting to us. Hardly a month passes but we learn of some new ingenious and rebotical attack upon our fair name and reputation. These are

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all matters connected with politics, and they have a very important bearing upon our business.

But that is not the extent of our political worries, by a whole lot. Right here at home we have our little political bugbears to keep us busy thinking and wondering. Every year the Philipipine Legislature holds a session. At the conclusion of each annual gathering, to be more precise during the last 48 hours, it rushes through a huge mass of undigested legislation, of which most of us have had only an inkling. A great deal of this legislation has great significance for us. It might double our income tax or our business tax, or our automobile tax; it might deprive us of some of our inherent constitutional rights; it might confiscate our goods, chattels or real estate; it might do any of a thousand and one things that would cause us to give up the game in disgust and make a bee line for the next steamer homeward. Hence, we are vitally and intensely interested in what the Legislature does or does not do. We anxiously scan the columns of the daily press, line by line, and then try to read between the lines. The daily doings of Quezon, Osmeña, the Democratas, the Nacionalistas, the Terceristas and the rest of the factions have a deep significance for us. Our very bread and butter, nay our very lives, may hang upon the decisions of one or two native leaders and politicians. There may be some American business men who do not feel that way—who repose a blind confidence in the ability of the American administration and the loyalty and good sense of the natives—but most of us take things as we find them and come to hard-headed, and often hard-hearted conclusions regarding political matters Philippine.

#### CAN'T GET AWAY FROM IT

Not long ago the editor of this JOURNAL received a complaint from a member over the fact that too much space was being devoted to politics and not enough to "real" business news. As an example of what the readers of the JOURNAL want, this member submitted copies of publications issued by a nearby foreign Chamber of Commerce. We have no doubt that our mentor's stand was well-taken, at least well-meant, but the fact remains that the publications he submitted as examples were rather full of matter directly discussing the political situation and citing the political situation as a very important factor in the life of the country under discussion

There may be some Americans in business in the Philippines who can divorce their thoughts and anxieties entirely from the political field, who can regard with indifference the actions or utterances of the political leaders, who can think only in terms of pesos and centavos and the particular articles or commodities in which they deal; but the majority of Americans here cannot help but take a deep interest in the political situation, both from a local and an international standpoint, and use their estimates of it as a basis for their business policies. That is a same and logical procedure, in view of the unquestioned effect that political decisions have upon business conditions in an unstable governmental milieu like our own.

In New York, Chicago, St. Louis, San Francisco, Kalamazoo, or Detroit the political developments of the day may not have an immediate, important and direct bearing on the individual business man—but in Manila they usually do. We have no tried and true constitution and no old, established government. We are passing through an experimental, transitional stage, and each political zephyr may result in an economic typhoon that affects every business, however great or small. While the most successful business men at home, or for that matter anywhere, are those who take due heed of political developments and factors and who know how to appraise and coordinate political news in the light of their own individual interests, such considerations on the part of business men are even more essential here, for the simple reason that business and politics are more closely related here, in so far as their reciprocal reactions are concerned.



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"GOVERNMENT IN BUSINESS"

The fact that a very intimate connection between politics and business exists here has nothing to do, however, with the "government in business" problem of which General Wood and others have recently spoken. General Wood and Governor Forbes have both placed themselves on record as opposed to the government in business. With that they meant that the participation of the government in business enterprises of a private nature, in other words the direct and deliberate competition of the government with private enterprise in the legitimate business field, is not advisable, for the reason that it is unsound economically and has proven unsuccessful in the past. This is a stand on which the local American business men are in full accord with the administration.

While business and politics are intimately connected with each other, in the sense the latter has an important reaction on the former, yet it does not follow that business and politics must be actually associated. They occupy different spheres and deal with essentially different, although related, problems. The business of politics is to run the government; the business of business is to utilize the country's economic resources and through this utilization to keep the channels of trade operative and open. Both functions are necessary to the well-being of the state, but the moment an attempt is made to combine the two, we get socialism, or worse, and, as a final result, disaster.

As in all human activities, the golden mean is the safest and sanest way. It will not do to disregard politics entirely, but at the same time it would be a mistake to regard politics as the alpha and omega of local organized society. A reasonable amount of attention to politics is necessary in these Islands for the average business man—but he can easily err on the side of too much politics. If he is wise, he will closely follow the political developments of the day, note tendencies and draw conclusions from them, doing everything possible within his power, and within the limitations of prudence and tact, to exert what influence he may possess in the direction that seems to present the soundest line of thought or action. He will profit by such a course, both materially and spiritually. Of course, to draw a hard and fast line in this respect is impossible. Every man must be guided by his own judgment.

#### NEW PHILIPPINE VEGETABLE

Talinum is the name of a new vegetable that the Bureau of Agriculture is trying to introduce in the Philippines.

This plant, of West Indian origin, was introduced into Java many years ago, where it attracted the attention of P. J. Wester, of the Bureau of Agriculture, during his visit to that island a few years ago, and he brought seeds of it to Manila when he returned from Java. Talinum has since then been tried out at Lamao and Singalong Experiment Stations and found to be perfectly adapted to the Philippines.

Talinum is a succulent herb about half a meter high with fleshy, oblong leaves absolutely free from fiber, and has pretty pink flowers that makes it worth growing as an ornamental aside from its value as a vegetable. The leaves are boiled and eaten like spinach or turnip greens for which purpose they are excellent.

What makes the plant of unusual value is the fact that it is a perennial, and that it is very easy to propagate, as all one needs to do is to break off the tops and stick them in the ground and they will grow. It is of such vigorous growth that a few plants will furnish a family with greens the whole year round.

To grow mustard, pechay, turnips and other greens, fresh seeds must be imported, from abroad each year, but once the talinum has been started in the garden it keeps on growing forever.

#### ADMIRAL JOSEPH STRAUSS

One of the deciding factors in the late war was the mine barrage across the North Sea which kept the German fleet from venturing too far and which played havoc with the enemy submarines. The man who had charge of the American force which laid this barrage, and after the war removed it, is Admiral Joseph Strauss, at present in command of the Asiatic Fleet. From February, 1918, to the end of the war, the Mine Force of the Atlantic Fleet of which he was in command laid some \$7,000 mines under his immediate supervision. In the spring and summer of 1919, Admiral Strauss commanded the expedition which removed these

Admiral Strauss was born at Mount Morris, New York, and graduated from the U. S. Naval Academy, Annapolis, with the class of 1885. He cruised in the Far East until 1887, when he was commissioned an ensign. For the next three years he was engaged in hydrographic work, on the coast of Maine, in the Gulf of Mexico and along the coasts of Oregon and Alaska. From 1890 to 1893 he was attached to the famous White Squadron, cruising in the West Indies and along the coast of South America. The next three years he spent in Washington with the Burcau of Ordnance of the Navy, on the staff of Admiral Sampson. While on this duty he invented the superposed turret system of mounting guns on battleships and also designed the first heavy gun mountings in our service employing electricity instead of hydraulic power.

Admiral Strauss then served successively on the battleship Indiana and the cruiser Castine, mostly in South America with the latter vessel. He participated in the blockade of the Cuban coast throughout the Spanish-American war. His next assignment was in command of the Naval Proving Ground at Indianhead, which post he occupied for three years. At the expiration of this duty, he was ordered to the U. S. S. Arkansas in the Coast Squadron, where he remained for three years. He was then ordered back to the command of the Proving Ground at Indianhead, continuing in that capacity until 1908, when he once more went to sea as Executive Officer of the U. S. S. Montana and later in command of the cruiser Montgomery, on special duty in connection with experimental work on torpedoes. From 1910 to 1912 he was assistant to the Aide for Material at the Navy Department.

In 1912, Admiral Strauss was promoted to captain and ordered to sea in command of the battleship Ohio. In the winter of 1913 he was detached from the Ohio and appointed Chief of the Bureau of Ordnance with the rank of Rear Admiral. He resigned this position three months before the outbreak of the war and was given command of the battleship Nevada. In February, 1918, he was detached from the Nevada, promoted to Rear Admiral and ordered to command the Mine Force of the Atlantic Fleet. During the remainder of the war he was engaged in planting the North Sea barrage.

During 1920, Admiral Strauss was a member of the General Board on duty at the Navy Department and was next ordered to command the Asiatic Fleet.

For his work in the war, Admiral Strauss was made an Honorary Knight Commander of St. Michael and St. George by Great Britain and given other foreign decorations. He was awarded the Distinguished Service Medal by our own Government

It is reported that Admiral Strauss is soon returning to the homeland. During his stay in the Far East, with Manila as his headquarters, he has made a host of friends and admirers who will be sorry to see him go. His attractive personality and keen intelligence have made a deep-impression upon Americans in the Philippines. Admiral Strauss' departure from his present Asiatic post will be viewed with genuine regret by all Americans resident in this part of the world.

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### CHAMBER NOTES



Under date of December 31, 1921, the American Chamber of Commerce of the Philippine Islands was elected an organization member of the Chamber of Commerce of the United States, says a communication received from D. A. Skinner, secretary of the United States Chamber. The Philippine Chamber will be entitled to five delegates to represent it in the National Chamber, one of whom shall also act as National Councillor.

The Iloilo branch of the American Chamber of Commerce of the Philippines was organized on January 12 by the Associate members reson January 12 by the Associate members resident in that city. The following permanent officers for the year were elected: president, C. G. Herdman; secretary-treasurer, E. G. Carrera; executive committee, (president and secretary-treasurer, ex-officio), and R. R. Hancock, W. E. Greenbaum, and A. W. Ralston.

The Secretary has received the following letter from the Secretary of the American Chamber of Commerce of China, Shanghai:

H. I. Mozingo, Esquire, Secretary, American Chamber of Commerce of the P. I. Manila, P. I.

Manila, P. I.
Dear Mr. Mozingo:
At the last meeting of the Executive Committee
of this Chamber, January 19th, it was decided to
appoint a Committee of three to represent the American Chamber of Commerce of China at the Manila
Carnival. The three chosen are: U. G. Frondorfs,
of Ault & Wiborg, J. E. Doyle of the China Press,
and A. R. Hager of the Business Equipment Corproration. Mr. Hager is now in Manila and can
be reached in care of the Philippine I. C. S. Agency,
P. O. Box 429.
It is hoped by this Chamber that our Committee
will be the means of bringing closer together the
American business communities of Shanghai and
Manila.

Thanking you in advance for any courtesy that you may be able to extend to these gentlemen, I remain,

Sincerely yours,
D. J. LEWIS,

The following reply was sent by our Secretary:

Manila, January 26, 1922.

Manila, January : Mr. D. J. Lewis, Secretary, American Chamber of Commerce of China, Shanghai, China.

Shanguai, Cama.

Dear Mr. Lewis:
I have to acknowledge receipt of your letter of the 20th instant, giving us the names of the gentlemen appointed by your Chamber as representatives to our Carnival.

Mr. Hager is one of our members and has called

Mr. Hager is one of our members and has called at the Chamber several times since his return to Manila. We are glad to welcome him back and have him with us again. Mr. Hager attended our general meeting yesterday and gave us a very nice talk of interest perfect of the control of the chambers on material welcome. We shall also be very glad to meet and welcome your other two representatives to the Carnival. Mr. Doyle was formerly here and has many warm friends who will be glad to welcome him back. Assuring you that we shall be glad to do anything that we can to bring the two chambers in closer touch with each other, I remain,

Sincerely yours,

(Sgd.) H. I. MOZINGO, Secretary.

John H. Pardee, vice president of the J. G. White Management Corporation, operators of the Manila Electric Company, arrived in Manila on January 26 for a stay of several weeks. Mr. Pardee says that the people of the United States are taking an increasing interest in Philippine affairs because of the presence of General Wood as Governor General.

A. F. Esberg, chairman of the San Francisco Chamber of Commerce Commercial Relation-ship Delegation which visited Manila in October, has written the following letter to Captain

On behalf of the San Francisco Commercial Re-lationship Delegation, I should like to again thank you and your members for the many kindnesses and the splendid opportunities for observing conditions in the Philippines which you afforded us. We have been greatly impressed with Manila and many of

its needs and we feel that we have a very definite duty to perform upon our return to the United States. You may be assured that we shall not neglect our obligations to you and your fellow pioneers in the Philippines. With best regards and good wishes, and with assurance of the property of the state of the property o

nces of our sincere desire to cooperate, we are Yours faithfully, SAN FRANCISCO COMMERCIAL RELATIONSHIP DELEGATION.

A letter has been received from a member in Davao stating that "there is an opening and a good opportunity for a good American lawyer here in Davao." The writer states that such a lawyer "will have the support of all the Americans and most of the Chinese and Japanese people."

The following is from O. K. Davis, secretary of the National Foreign Trade Council:

It may be of interest to your members to know that the Ninth National Foreign Trade Convention of the Council will be held in Philadelphia on Wednesday, Thursday, and Friday, Man 1912. We hope that your chamber, It and 12, 1922. We hope that your chamber of Ansieran business men fresh from foreign countries always of immense assistance to us in organizing our Trade Adviser Service. In return we like to think that your chamber is enabled to present its desires and needs to a representative audience under most favorable conditions.

Vice President Charles M. Cotterman returned the end of January from a ten days' auto trip to Baguio and the northern Luzon regions. He reports a large increase in sugar cane planting in place of tobacco. The road north of Bauang, he declared, is among the finest in the Islands for several hundred kilo-

Leonard C. Schoppe, one of our members from far distant Mindanao, was in town during January and was frequently seen at head-quarters. Mr. Schoppe has something like a million coconut trees planted which are doing very nicely. He is somewhat puzzled by the Philippine forest laws, which sometimes would prevent a man from cutting lumber on his own land for putting up shacks. land for putting up shacks.

John R. Schultz of Canlubang, Laguna, never asses up the Chamber when he comes to town. He dropped in about the middle of the month and informed us that he is rounding up the Americans in the province to form a branch of the Chamber. He has them all corralled except one or two. Mr. Schultz is subdividing the big Canlubang hacienda, of which he is manager, and selling it in parcels.

William R. Giberson, of Cebu, was also a visitor during the early part of the month and joined the Round Table bunch at noon daily. His reports on Cebu and vicinity were entertaining as well as enlightening. The Cebuanos swear by Speaker Osmeña, he says.

Colonel Gordon Johnston introduced Donald Winston, special representative of Commerce and Finance of New York, to the members. Mr. Winston was here for a couple of weeks looking into Philippine conditions with a view to writing articles thereon.

George L. Logan, representative of the U. S. Department of Commerce, brought U. S. Trade Commissioner Rhea, of Peking, to the Chamber for luncheon on several occasions.

A treat was accorded the regular luncheon guests of the Chamber when C. M. Cotterman one day served up the 28-pound sea monster he and his gang of deep-sea fishermen had caught the Sunday before. The fish was baked in a specially manufactured baking pan, being specially

nearly three feet long. Present at the occasion were some of the Isaac Waltons who assisted at the catch, including R. A. McGrath, H. B. Pond, and H. L. Heath, the latter's share having consisted entirely of advice. He claims they couldn't have caught the fish if he hadn't told them how.

A good many of the members are dropping in about ten in the morning daily to partake of coffee and doughnuts, which have become a specialty in the lunch room and are achieving a justly-earned reputation.

Samuel F. Gaches has become a regular at the Round Table and contributes his quota of wit and wisdom to the brilliant conversation that passes across that historic board.

1). G. McVean, of Cebu, honored the Chamber with a short visit during the early part of the month

Reports have been persistent that Theobald Diehl was coming back to the Islands, but up to the time of going to press nothing had been seen of him. Diehl has been gone a year and a

An increasing number of members are finding the quarters of the Chamber a pleasant meeting place where privacy is assured and refreshments may be had at all hours.

"Colonel" Joseph Napoleon Wolfson has been telling stories at the Round Table and a committee has been appointed to collect P5 from him every time he repeats a tale. It is calculated that a substantial sum for charity will shortly be raised in this manner.

An argument has been going on for some time between the "old-timers" who came here soon after Dewey and the veterans of the late, wellknown war as to the relative merits of "buzzycots" and rolling kitchens. The buzzycots and rolling kitchens. The buzzycots was they outnumber the modern
vets, whose sole representative is W. M. Butts.

#### SCHEDULE OF MEETINGS

Tuesday, February 7, at 4 p. m.: Board of

Wednesday, February 8, at 1 p. m.: Active and Associate members

Tuesday, February 14, at 4 p. m.: Board of

Tuesday, February 21, at 4 p. m.: Board of Directors.

Tuesday, February 28, at 4 p. m.: Board of Directors. Tuesday, March 7, at 4 p. m.: Board of Dir-

Wednesday, March 8, at 1 p. m.: Active and Associate members.

#### RISE IN SISAL

The government of Yucatan, besides maintaining the production tax decreed recently, has imposed an export tax on sisal amounting to 8 centavos a kilo, or 1.81 cents, U. S. gold, a pound. In addition it appears that under the laws of the In addition it appears that under the laws of the Mexican Republic any tax imposed by individual states carries a surtax of 50 per cent payable to the Federal government, thus making a total export duty on sisal shipped abroad out of Yucatan of approximately 2¾ cents, U. S. currency. The result has been a decided rise in the market price of sisal in the United States and a quickened demand for Philippine hemp. and a quickened demand for Philippine hemp.

# MANILA TIMES

The Pioneer American Newspaper of the Orient

### DAILY AND SUNDAY

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> San Francisco Agents: Welch & Co. 244 California Street

### Has a Cure for Rinderpest Been Found?

Rinderpest is to the cattle world what tuberculosis is to the human race—a dread scourge that has hitherto defied all the efforts of science towards its eradication. In the Philippines the disease has wrought fearful havoc among the herds. According to data furnished by the 1918 census, there were in the Islands in that year 1,463,200 carabao and 615,449 cattle, or a total of 2,078,649 animals susceptible to the disease. These animals are worth over \$\frac{7}{2}5;000,000. Of these, 102,353, or about five percent, died from rinderpest during the year. Carabao and cattle were affected in the same degree—that is the number of carabao that died from rinderpest bore the same proportion to the total number of carabaos that the deaths from rinderpest among cattle bore to the total number of cattle.

For twenty years the American administration here has been struggling with the disease,
attempting to alleviate the situation through
quarantine and isolation of affected areas. But
thus far the results have been disheartening.
Despite the most strenuous efforts of the veterinarians, the disease has slowly spread until
today the infected area is larger than ever before. However, a ray of hope is appearing in
the horizon. For a number of years, Dr. Boynton, biologist of the Bureau of Agriculture, has
been studying the disease and the preparation
of a vaccine against it. Half-heartedly supported, he has struggled against heavy odds in the
shape of lack of money and many failures; but
at last he has evolved a vaccine that has been
tried out on cattle with most encouraging results.
Cattle in whom the vaccine had been injected
have remained immune to the disease four years,
even though blood swarming with the disease
germs was injected into them. Dr. Heiser is
among those who believe that Dr. Boynton
has at last found a cure for the dread cattle pest.

#### WOOD ACTS PROMPTLY

At this point it might not be amiss to say that the government has been experimenting with several imported serums and vaccines for many years and that no foreign formula has successfully stood the tests. Just as Dr. Boynton's vaccine had reached an experimental stage that would warrant the announcement of its efficacy, a severe epidemic of rinderpest broke out on the island of Masbate. Major General Wood, by a fortuitous coincidence, at the same time assumed the office of Governor-General of the Philippines. These two circumstances presented an excellent opportunity for a real test of the Boynton vaccine. For its area, Masbate probably contains more cattle than any other similar tract in the Islands.

Governor-General Wood acted promptly. He gave orders to reinforce the quarantine lines surrounding the infected area, so as to keep the disease from spreading, and to vaccinate all the cattle in the infected districts with the Boynton vaccine. This was more easily said than done, but the American veterinarians and their assistants went to their task with determination, and at last reports were proceeding apace with the vaccination. No one who has not lived in the provinces can thoroughly appreciate the difficulties that must be overcome on a campaign of this sort. The combined lethargy, ignorance, superstition and customs of the officials and the people must be combated with good words and weighty arguments.

It is useless to recount the hard work, disappointments and disillusionments of those who in these Islands conduct a campaign of doing something of benefit for those who do not know and who do not seem to want to know. Added to difficulties of this sort, was the bad weather, which made matters worse. The last reports received in Manila, however, show an increasing wilkingness on the part of the people to have their animals vaccinated and that at least 4,000 have already been vaccinated and consequently immunized against the dread affliction.

STOPPING IMPORTATIONS

Rinderpest seems to have been introduced into the Philippines in 1888 by the importation of a carro of cattle from Singapore. Since that time it has been more or less prevalent in the Islands and there have been several very severe epidemics of the disease that practically wiped out the carabao and cattle herds. With the disease prevalent in the Islands it has still been thought necessary to import work and beef animals from foreign ports, the result being the constant infection of the Philippine herds the cube the importation of now disease green. through the importation of new disease germs. During 1918, according to official customs figures, the imports of cattle totalled only 1,880 head of cattle and 289 head of carabao, or a total of 2,169 head. There were on an average 47 deaths for every animal imported. To be sure, imports of cattle have been larger than this since then but never more than 15,000 a year, an in-significant number compared with the number that annually die from rinderpest. The half dozen or so importers of live cattle are being favored at the expense and risk of the cattle owners, whose losses through rinderpest aggregate millions of pesos annually and who have some \$\mathbb{P}25,000,000 invested in live stock throughout the Islands. Not only do these importers compete with the Philippine cattle raisers, but they are instrumental in keeping alive and spreading the terribly devastating rinderpest, for the eradication of which millions of pesos have been spent. Importation has been a big factor in keeping the disease alive and virulent, and it would seem as though the proposed exclusion of cattle importations would be a highly

desirable and timely measure.

Down in Masbate, the Boynton vaccine is being given a fair test and if it proves up to expectations its inventor and sponsors, including Dr. Boynton, Governor-General Wood, and the men in the field, Dr. Youngberg, chief veterinarian, his assistant, Dr. Kern, and their loyal corps of Filipino vaccinators, will have achieved a notable triumph. The discovery of a successful vaccine for rinderpest means the saving of billions of dollars throughout the world. Rinder-

pest has been ravaging cloven-footed herds in every corner of the earth. For decades futile attempts have been made to eradicate or control it, and now comes an American scientist in the Philippines and brings forth a discovery which promises to yield real substantial results in the solution of this great problem. When we consider the effect a rinderpest cure will have upon the economic life of the entire world through the conservation of its meat supply and its supply of work animals, we can in justice lay claim to its being one of the great discoveries of the century.

A number of American residents in the Islands are engaged in the cattle raising industry. The American business community is interested in seeing the economic loss caused by the rinderpest stopped. Directly or indirectly, every American resident of the Islands is vitally affected by this problem. Its solution is eagerly looked forward to, and the American community should take no little pride in the fact that the man mainly responsible for this epoch-making discovery in the realm of veterinary science is an American

the realm of veterinary science is an American. Although tests thus far conducted would indicate beyond a reasonable doubt that the Boynton vaccine is a sure preventive through immunization, Dr. Boynton himself does not feel inclined to make any sweeping generalizations or deductions. It may safely be stated that when the discovery of the vaccine is officially announced, which ought to be soon after the Masbate test, its efficacy will have been established beyond any possible doubt, either on lay or purely scientific grounds.

the Mashate test, its eincary win have beestablished beyond any possible doubt, either on lay or purely scientific grounds.

The great drawback in the work of evolving a rinderpest cure or specific has been the hostility of the people toward inoculation or vaccination in general. At times they have also impeded quarantine measures. Were the people more responsive to modern scientific measures, the elimination of rinderpest would become a much easier task than it has been in the past. It is realized, however, that popular cooperation in scientific experimentation is not to be expected from any people who are not far advanced on the educational or social scale.

### Annual Meeting Elects Three Directors

The annual meeting of the American Chamber of Commerce of the Philippine Islands took place at the rooms of the Chamber on Saturday, January 28. When President Heath called the meeting to order at 4:15 p. m., fifty-seven Active members responded to the roll call, either in person or by proxy.

The President made a verbal report, calling attention to the financial statement and the minutes of the meetings of the Board of Directors, which constitute a record of the work accomplished and which are open to all members for inspection at all times.

Mr. Cotterman, who stated that he was soon to leave for the United States, presented his resignation but the meeting voted not to accept it and to leave his place on the Board open during his absence.

A resolution was passed declaring the three candidates receiving the highest number of votes elected as directors to fill the expired terms of Directors B. A. Green, W. G. Avery, and R. M. McCrory. Nominations were made and the president appointed Victor C. Hall, M. J. Hazelton, and C. M. Cotterman as tellers.

The following nominations were made: Samuel F. Gaches, B. A. Green, H. B. Pond, A. W. Beam, Simon Feldstein, J. B. Armstrong, W. G. Avery, H. Forst, Victor C. Hall, H. B. McCoy, L. E. Hamilton, George H. Fairchild, and Julius Reis.

Mr. McCoy, Mr. Hamilton, and Mr. Fairchild requested that their names be withdrawn.

The ballots being counted, the voting was announced as follows:

Gaches	47
Feldstein	25
Green	19
Forst	17
Pond	16
Beam	12
Armstrong	9
Hall	7
Reis	4
Fairchild	4
McCoy	3
Anderson	3
Stevens	1

Mr. Gaches, receiving a majority of votes cast, was declared elected. The secretary was then instructed to cast the unanimous ballot of the meeting for the three highest candidates, Messrs. Gaches, Feldstein, and Green, the motion being carried by a vote of 32 to 17.

On request of John R. Wilson, Mr. Cotterman made a clear statement of the loan recently made by the Chamber. A motion "that the action of the committee be approved by the meeting" was unanimously carried.

The meeting then adjourned at 5:27 p. m.

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### COMMERCIAL NOTES FROM ALL OVER THE WORLD

(These notes are compiled from trade and commercial publications from all over the world to which the American Chamber of Commerce subscribes or which exchange with the American Chamber of Commerce Journal. They are believed to be authoritative.)

Increasing foreign interest is being shown in the Argentine oil fields, the average weekly production of petroleum reaching 30,000 barrels.

Imports from Germany to Peru are showing a marked increase, the principal items being cement, paper, lumber, wheat and flour.

A revised and extended export classification, effective January 1, 1922, has just been issued by the United States Government and may be obtained for five cents gold from the Superintendent of Documents, Government Printing Office, Washington, D. C.

Export of frozen meat is rapidly increasing in Brazil, the trade reaching 60,000 to 70,000 tons a year. This industry has developed wholly since the war.

The Czechoslovakian sugar crop is estimated at about 610,000 tons, of which 275,000 tons are required for home consumption. Considerable quantities have been sold to England and the Levant.

The 44-hour week awarded by a special court in New South Wales, Australia, is playing havoc with various industries, the iron and steel industry being especially hard hit, despite the new protective tariff.

Hadfields Ltd., of Sheffield, England, and the Australian Electric Steel Co., of Sydney and Perth, have amalgamated under the name of Hadfields (Australia) Ltd., with a capital of £400,000, sterling. Extensive additions to the Australian works are contemplated.

The Japanese Chamber of Commerce of San Francisco has notified the Osaka Chamber of Commerce that in the case of Japanese tinned food imported into the United States, there is occasionally a considerable difference between the actual quantity inside the tin and the quantity mentioned on the outside. It hopes that Japanese merchants will take heed of the matter.

The French wine crop was particularly good but not plentiful in comparison with harvests of other wetter seasons. This accounts for the continued slump in the bottle industry.

George Leavey, head of a London firm of clothing manufacturers, recently put through a deal whereby the British Disposals Board sold all the remaining surplus textiles stocks of the government for about £3,250,000 sterling. The goods are being disposed of rapidly.

The Bulletin of the Imperial Institute gives a comprehensive account of the use of tropical grasses for paper making. Bamboo appears to be the most promising plant. In eastern tropical Africa, the so-called elephant grass has been given a successful large scale trial, being used for government printing paper.

The Socialist Swedish Cabinet, headed by Branting, has declared itself in favor of a temporary protection of home industries, but does not wish to increase import duties or encourage inflation.

The Svensk Handeltidning says that investigations made by it show that only about onefourth or one-fifth of Soviet Russia's gold exports have been melted down in Sweden and that the bulk of the gold seems to have been exported to Switzerland, Holland, and France.

The Oriental Colonization Company, a Japanese concern, has established the East Indies Colonization Company in Borneo, having obtained a lease on a large tract of land with permission of the Dutch government.

Various fur dealers in the United States have established permanent branch offices in Mukden. Last year \$2,500,000 worth of furs was shipped to the United States through Mukden. Raw furs enter the United States duty free.

Traces of mineral oil have been discovered in the Price Creek section of the Kimberley district, North-Western Australia, and a government expert has recommended boring.

The Republic of Poland and the Guaranty Trust Company of New York have entered into an agreement by which the latter becomes the sole official agent of Poland in the United States for the handling of all transactions involving remittances of money from the United States to Poland. The plan is expected to be put into operation about the middle of April.

The United Steel Corporation of India, Ltd., has just been incorporated with a capital of between \$60,000,000 and \$100,000,000, depending upon the exchange rate. The company expects to produce the cheapest steel in the world. Plans of the plant provide for a production of 600,000 to 700,000 tons of pig iron and 450,000 tons of steel per annum.

Brazil will celebrate its hundred years of independence by a great international exhibition at Rio de Janeiro from September 7 to November 15, 1922. A registration fee of \$13 gold is required from each firm in addition to the space rental of about \$65 gold for a space of 12 square meters. Customs exemption will be granted

all displays. Communications should be addressed to the Executive Committee of the Exhibition.

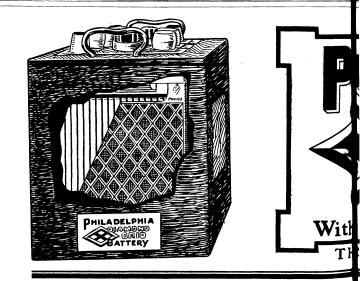
The Dresdner Bank by increasing its capital to 550,000,000 marks has become the largest bank in Germany. The Deutsche Bank, formerly first, is now second.

The Yale and Towne Manufacturing Company has announced its intention to establish a branch plant in Germany.

The first fire insurance company in Korea has been organized in Seoul with a capital of 5,000,000 yen, one-fourth paid up. The company will also write accident risks, both marine and railway. The organizers are prominent Koreans and Japanese, with headquarters at the Korea Industrial Bank.

Users of gasoline have combined in Paris and have joined the Gasoline Consumers, formed about a year ago. The object of the association is to effect a reduction in gasoline prices. The president of the new company is Baron Petiet, president of the Automobile Builders' Association and director of the Aries Automobile 'Company. Other prominent automobile men connected officially with the company are Louis Renault, Paul Panhard, Charles Nicaise, Robert Delauney-Belleville, and Paul Kellner.

The Kobe Chamber of Commerce has protested to the Japanese government against the imitation of Japanese trade marks in China.



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The Jiji, a prominent Japanese paper, complains that the Germans are gradually driving out Japanese business in Manchuria. It says that scores of German houses have already sprung up in the important cities. The Germans are said to give long term credits and their prices are very low. The principal German goods imported into Manchuria are dyestuffs, machinery, and dry goods.

The largest Diesel motor locomotive in the world was recently completed in Sweden and is in operation between Helsingborg and Hesselholm. It is driven by a 250-horse power engine and can draw four heavily loaded Pullmans at 60 miles an hour. Only one man is required to operate it and the fuel cost during a trial run of 590 kilometers was only 40 centavos a mile. Satisfactory tests of a new steam turbine have also been completed.

An order for 1,000 tons of Belgian sugar was recently placed in Japan, the first since 1906.

Business conditions in San Francisco show a definite upward trend, the San Francisco Chamber of Commerce announced on December 9 after a comprehensive survey. The résumé said that the prospects for stabilization and improvement for the coming year are exceedingly bright.

The Silk Convention of Tokio will meet about the middle of April and will be confined to representatives of Japan and the United States. The question of changing the standards of sizes will be submitted by the Japanese.

A survey of the Yangtze river from Hankow to the sea is being made by Frederick Palmer, a noted British engineer, with a view to improving the main channel so that large vessels may reach Hankow without serious risk.

At the dairy show just closed in London, first prize of all breeds and classes was award to Bladen Early, a Friesian cow, both for appearance and for production. In the morning, this cow had produced 49 lbs, of milk and that evening gave 36.6 lbs. of milk with a fat percentage of 4.41 and 4.54 respectively. Four of the five participating Friesian cows earned more than 140 points, while but one of all the other breeds reached that number.

No improvement in general shipping conditions can be expected for several years, according to the forecast of Ivar An Christensen of Christiania, one of the leading Norwegian shipowners and builders and a prominent banker of that country, who is in the United States on a business trip and is quoted by the New York Journal of Commerce. Mr. Christensen finds that the outlook for shipping in America is no better than it is abroad.

A Berlin dispatch to the New York World says Hugo Stinnes is coming to the United States soon to interest American capital in the formation of a five-power syndicate composed of groups representing Germany, America, Britain, Holland, and Denmark to secure Russian trade.

One of the furnaces of the Hanyang Iron and Steel Works in China has stopped its operations for the present, thus leaving some 2,000 workers out of job.

Traffic tolls on the Panama Canal for the year 1921 have set a new record in spite of the general business depression. The receipts show an increase of \$40,000 over 1920, the previous peak year.

Chinese merchants of the Wine and Tobacco Trade Guild of Hankow are protesting against the new system of taxation under which the director of these revenues, by promising a certain monthly amount of revenues to the military authorities, is at liberty to make his extortions on merchants. The merchants also threaten to walk out in a general strike by closing their shops.

According to United States Government calculations, the decree of longer skirts in the American dressmaking trade will result in the manufacture and sale of 25,000,000 more yards of cloth than last season. This means about one-third of a yard more for each female person in the country.

By special agreement between the United States and Italy, the remaining restrictions on the importation of American products into Italy have been removed. The only articles which cannot be imported now are those in which the Italian government has a monopoly.

In spite of the attempts of the German owned or controlled papers of Argentina to bring about the abrogation of a contract entered into between the Argentine State Railways and an American locomotive manufacturing company, the presidential decree confirming the transaction; involving the sum of \$6,500,000, has been signed, and the incident, in so far as the Germans are concerned, has been closed.

The government of the Dutch East Indies intends introducing the metric system for weights and measures in the Oriental retail trade. This will be done by gradually replacing all weighing and measuring instruments in use, firstly at Sourabaya, Samarang, and Batavia, by those of the metric system.

A royal decree, issued in Spain, setting forth the regulations for the application of the royal decree of March 26 regarding the paper industry, provides for the creation of a commission which should meet each month to fix the prices of paper, according to a report from Commercial Attaché Charles H. Cunningham.

The Third International Chemical Congress has been fixed for June 27 to 30 at Lyons, France, and twenty-five nations are expected to be represented.

Government authorities in Japan are seriously considering, according to the vernacular press, the preparation of a plan for the granting of subsidies to private shipbuilders for the construction of large, superior vessels to meet British and American competition on the Pacific.

A cargo of 16,000 casks of Titan cement, brought from Trieste by a steamer of the Lloyd-Triestian line, was received recently by two firms in Singapore. This is said to be largest consignment of cement in one shipment on record in the annals of Far Eastern shipping.

The Ta Chung Match Manufacturing Company in Kaifeng now has a daily output of twenty-five cases, each containing 1,440 boxes. The sticks are produced locally, but the sulphur and phosphorus are imported from Japan and Europe. The enterprise is owned jointly by the provisional government and private individuals. The company, organized in 1913, has a capital of \$60,000.

The Norwegian mercantile marine has increased by 373,331 tons during 1921, making a total tonnage of 2,429,232.

Negotiations have been concluded for a \$30,000,000 loan by the National City Bank of New York to Denmark.

The Shanghai Chinese General Chamber of Commerce has received a letter from the American Silk Association to the effect that a second International Silk Exhibition will take place at New York in February, 1923.

(Continued on page 56)



ΑТ

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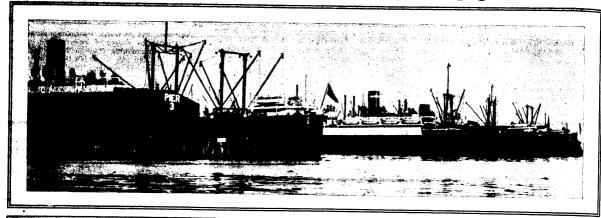
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# SHIPPING NOTES



## Hague Shipping Rules Effective this Month

An important set of rulings affecting shippers and shipowners in all parts of the world was recently passed by the Hague convention of shipping men, both owners and shippers, and bankers which was attended by representatives of the leading maritime nations. The work of the convention and the Hague Rules, 1921, governing relations between shippers and shipowners, are ably discussed by W. R. Bisschop, LL.D., Honorary Secretary of the Maritime Law Committee of the International Law Association, under whose auspices the gathering took place, in the December number of the British Trade Review:

The great advantage attained by The Hague Rules, 1921, is the universal solution which they offer of differences in the shipping world regarding the liabilities of shipowners as carriers of goods by sea and the gradual evasion of those liabilities by means of the so-called negligence clause. They are not the result of a spontaneous action in vindication of cargo-owners' rights versus shipowners' liabilities as carriers by sea. They are the outcome of an historical movement along a long line of development, resting upon public opinion not in one country only but almost universal, and which had already in the United States of America and in the Colonies led to statutory regulation. The history of this movement dates back about forty years, to a time when bills of lading were simple documents resting upon the shipowners' common law liabilities as common carriers and bailees for hire who, as such, were liable for both carriers' and navigation risks. The negligence clause was also easily understood, and merely excluded liability for damage which occurred through "the Act of God, the King's enemies, fire and all and every other dangers and accidents of the seas, rivers, and navigation of whatever nature and kind soever."

LEGISLATION AND THE NEGLIGENCE CLAUSE

It was about thirty or forty years ago that the carrier commenced to increase the exemption of his liabilities by continually adding to the negligence clause until at last "no other obligation rested on the shipowner than to receive the freight." The shipowner gradually succeeded in relieving himself from his carriers' risks in addition to the above-mentioned navigation risks. Objection to these methods, which were universal, increased with the extension of transport facilities. The great development of navigation, especially of the regular steamship facilities along fixed routes, in co-operation with railway facilities and those of inland waterways which led to the birth and growth of the through bill of lading, led to greater complication, and emphasized the difficulties which

arose from the repudiation by the steamship companies of their liabilities as carriers by sea. Shipowners, moreover, became more and more organized. As their interests were everywhere the same, it was evident that these should lead to the same considerations, and that measures adopted by some should be followed by all the others. Cargo-owners, on the other hand, with their almost endless variety of wants and in-terests, could not so easily be organized. In fact, competition among them did not lead to co-operation, and it was easily to be foreseen that, on the one hand, a highly developed organization of carriers would pretty well dominate the issue, and, on the other hand, the feeling of inferiority on the part of the cargo-owners and their inability to guard against excesses would lead to discontent and a demand for protection. In their inability to co-ordinate, the cargo-owners instinctively looked towards the legislator for assistance. As the evil which caused the agitaassistance. As the evil which caused the agreement thor was situate in the negligence clause, it was natural that the legislator—in answer to the appeal made—should prohibit any future contracting out by the shipowners of their liabilities as carriers by sea without further intervening in the relationship between the two parties. Such is the character of the Harter Act, 1893, and the subsequent legislative measures in Australia, New Zealand, and Canada.

### STATUTORY PROHIBITIONS AND THEIR DISADVANTAGES

The drawback of such statutory drafting of prohibitions on common law principles was that it caused, at least with regard to the Harter Act, a large amount of litigation, not only in the United States of America, but also in the European Courts, while the clauses on the bill of lading were not affected by it, that is to say, shipowners printed a reference to the Act on their Bills of Lading without changing the negligence clause, leaving it to the judge to decide what the result was of this combined effort for the regulation of shipowners' liability. This drawback has been obviated by The Hague Rules. The existing legislation, including the Harter Act, is based on, and added to, the principles of English Common Law. English Common Law is not understood outside the British Empire and the U. S, A. In order to make rules which are intelligible to the whole commercial world and not only to the countries where English Common law applies, it was necessary to frame a code which is complete in itself and needs no other principles for its interpretation. Imperial legislation—as recommended by the Imperial Shipping Committee—is a high aim, worth the trouble and ambition of any well-

wisher of the British Commonwealth of Nations. Higher still, however—and certainly more ambitious—is world co-operation which may be supported, but cannot be attained, by national or even Imperial agreement or legislation. By bringing the representatives of shipowners, shippers, consignees, and bankers from all parts together at a common meeting-place in The Hague, and by putting before them the draft of a Code or Rules as a basis for discussion, the Maritime Law Committee attained two objects. It has, in the first place, concentrated the minds of the commercial world upon differences which are common all the world over, and which needed consideration and discussion, in order to reveal the community of thought and possibility of agreement by voluntary effort. It has, in the second place, by obtaining a positive result from the deliberations and discussions at The flague, laid the foundation for any future legislation which may be contemplated, not only here but in any country of the world. Should imperial or any other legislation be necessary, then the rules are provided which, if followed and adopted, will secure that such legislation will be in harmony with what is agreed all the world over. Such is the main result of the rules.

THE RULES AND SHIPOWNERS' LIABILITY

In clear language Article 3 sets out all the liabilities which a shipowner has to undertake, viz.: First of all to provide a seaworthy ship properly manned, equipped, and supplied with all its parts fit and safe for the receipt, carriage, and preservation of the goods which it has to carry; and secondly, to exercise all the duties of a carrier by sea during the time that the goods are entrusted to his care. From these liabilities the shipowner cannot relieve himself either contractually or otherwise, nor can he lessen them in any way. On the other hand, Article 4 provides that, if the carrier has exercised due diligence in the observation of his liabilities, he shall not be liable for any risks in connection with the navigation and management of his vessel, either caused by the master, the pilot, or any of his servants, or by natural or other causes for which he cannot be held responsible. In contradistinction to such liabilities as he, as a common carrier, is bound to undertake, he may voluntarily by agreement give up any of the immunities granted to him by Article 4. To these main principles a number of provisions have been added which either regulate existing principles—among others the necessary general contents of a Bill of Lading as to leading marks, number, quantity, weight, and apparent order and condition of the goods to be carried and

the burden of proof regarding the same—or settle differences, and thereby act as improvements upon present conditions.

ADVANTAGES OF THE RULES: "A COMPROMISE"

Thus in Article 3 it is presumed that claims against shipowners for loss of or damage to goods shall be brought before the goods have left their custody. Instead, however, of rendering such claim invalid if not so brought, the only consequence is the shifting of the burden of proof while the time limit is extended to twelve months after the delivery of the goods. In Article 4 the limit of the carrier's liability—in case the nature and value of the goods have not been declared—is fixed at £100 per package or unit. This is a great improvement on existing legislation, especially the Harter Act, which does not fix a limit, and causes in consequence such limit to be inserted in a Bill of Lading and fixed at, say, 10s. per unit. The greatest advantage, however, is derived from the provisions of Article 5, which render it possible to carrier and shipper to make arrangements as they think best in derogation of, and deviating from, the provisions of the rules, provided that the docu-ment containing such regulations shall not be a Bill of Lading, but merely a receipt, that is to say, a non-negotiable document, of value only say, a non-negotiable southern, or tall cambet between the parties. Such document cannot deceive third parties, but renders it possible for future developments of trade to be regulated first between the parties themselves, and as they become customary to be afterwards embedied in a regular Bill of Lading. With regard to regular Bill of Lading, the rules recognize as such the so-called "shipped" Bill of Lading. They recognize the spitches of "required for They recognize the existence of "received for shipment" documents, but leave their regulation to others, until one day—in this matter also—custom will have rendered them ripe for concustom will have reintered them ripe for consideration in the ordinary way of commercial practice. In all these matters The Hague Rules are a compromise. They contain a minimum of liability on the part of shipowners, as much as possible of a general character. They are of sufficient elasticity to allow any special arrangement for special circumstances in special trades, provided that any special provisions do not go below the minimum fixed by the rules. Beyond that minimum, as to which all parties Beyond that minimum, as to which all parties concerned have freely contracted to be bound after January 31, 1922, freedom of contract remains unimpaired. On that minimum any legislature in any part of the globe can place their exequatur should they feel so inclined. Irrespective of such exequatur The Hague Rules, 1921, remain an obligation freely accepted by and to be observed in the letter and in the spirit as is customary between honorable men.

A company with a capital of 200,000,000 marks has been formed at Munich for the purpose of constructing a Rhine-Maine-Danube canal, linking the North Sea with the Black Sea. It is estimated it will take twenty years to complete the work.

Compilations made by Lloyds' Register of Shipping show an increase in the tonnage of oil-burning shipping during the war period, from a total of 1,310,000 gross tons in 1914 to 12,796,000 tons on June 30, 1921. The journal estimates that the shipping now burning oil would have required 20,000,000 tons of coal a year, if coal had been used instead of oil. It nevertheless reports that the increase in oil-burning tonnage has not produced a corresponding, or any, decrease in the demand for bunker coal at English ports,

The largest American freighter listed in the register of the American Bureau of Shipping is the Lewis Luckenbach, of 14,000 dead-weight tons, built at Quincy, Mass., in 1919: The largest American passenger ship is the George Washington, of 23,788 gross tons, built at Stettin, Germany, in 1908.

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### Review of Business Conditions for January

#### THE UNITED STATES

The demand for the return of normalcy is universal, yet very few of the people demanding it recognize that to achieve normalcy contrac tion and retrenchment must be the order of the day on the part of all. There is still a decided individual tendency to let the other fellow do it. People have become so habituated to getting high prices for their industrial output that it is hard for them to accept the retrenchment and contraction necessary. The farmer seems to be contraction necessary. The farmer seems to be the only one so far that has been forced, through the fall in the prices of the raw material he produces, to turn around and hit with retrenchment and contraction all those over whom he has the power to decree lower wages, longer hours of labor and fewer of the luxuries of life.

The manufacturer still seems inclined to accept the lower raw material costs and to reduce the price of his output only in the amount of the raw material lower costs. No real retrenchment in the manufacturer's margin between material cost and the cost of the completed article is evident. This is to some extent due to the discretion of industrial bear generalizated the under the cost of the complete cost in the cost of the complete cost in the cost of the complete cost in the cost of the cost o position of industrial labor, consolidated through its unions, not to accept the lower wages necessary to affect the cost of finished articles. A part of this retrenchment possibility rests with the manufacturer, who still seems to be unable to adjust his mental viewpoint to the necessity of accepting a smaller margin as his share of the game, irrespective of what labor decrees. There seems to be a necessity for both labor and the manufacturer to curtail their margins or parts in the cost of the completed article before any

broad result in the shape of lowered costs of manufactured articles is possible.

There is still a considerable objection on the part of habitual borrowers to the deflation program of the Federal Reserve system, these borrowers apparently not recognizing that inflation is one of the processes creating the high cost of living. They still live for the profits possible today, letting the devil look out for tomorrow. The same influences are at work all over the world and the Philippines are not free from this evil line of thought.

#### PROSPERITY JUST AROUND CORNER

The new revenue bill is coming in for its share of condemnation, and is not praised very highly by its sponsors. It seems to have been but a compromise at the best and the language used is so vague that a large number of rulings is sure to be made by those who enforce it. In other words, it is going to be the basis of many contentions and will result in being a very unsatisfactory measure, even though it reduce the total tax receipts somewhat. A tax measure should be clear, and its provisions should not be subject to disagreement.

The business situation is much better than it was a year ago, however, and with general contraction and retrenchment being forced through deflation of the currency, which has been deflated in the amount of over \$1,000,000,000 in the last twelve months, the coming year starts much better than the last one did.

A well-known statistician, surveying Chicago and the surrounding territory and comparing the price of farmers' produce in Chicago with the price he receives for it on the farm, estimates that at present the farmer will have to produce two bushels of corn to buy a dozen eggs, ten bushels to buy a pair of rubbers, twenty-five bushels for a barrel of apples and one thousand bushels for a good farm wagon. This demonstrates clearly that the farmer of the United States is in just the same position as is the farmer of the Philippines. Here there has been no relief as yet from the rates charged by interisland steamers, and in the homeland there has been no relief from the rates and margins charged by railroads and middlemen.

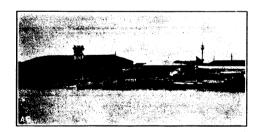
The Pacific coast of the United States still seems to be better off than the Atlantic coast, While considerable fixing is necessary in the details of business to cure lost motion and deliver service at lower rates the country as a whole is on the level road, with prosperity just around the next corner.

#### JANUARY SUGAR REVIEW

By George H. Fairchild. President, Welch, Fairchild & Co., Inc.

The closing days of the year saw the lowest sugar prices experienced for some years, old crop Cuban sugars for prompt shipment having been sold in New York as low as 1-13/16 cents, c. & f., and new crop sugars for January-February shipment at 17% cents, c. & f. Since the new year, however, there has been a considerably better tone in the various sugar markets, and prices are now firm with an upward tendency. In the New York market prices have recovered considerably, and latest sales are on the basis of  $2\frac{1}{4}$  cents, c. & f., for prompt shipment, and  $2\frac{5}{16}$  cents for February-March shipment.

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#### NEW CROP COMING IN SLOWLY

The improvement in the New York market has had a cheerful effect on the local market, and it would seem that dealers are now assured of prices which will at least meet their cost of production. Towards the end of last year and the beginning of the new year, there were sellers of centrifugals on the basis of \$P7.50 per picul, first cost, but as the New York market continued to improve sellers increased their prices, and now there are sellers of small quantities of centrifugals on the basis of \$P8.50 per picul, first cost. Even at this price, sellers are not inclined to sell large quantities but only sufficient to take care of their immediate financial necessities, although it is expected that, with larger arrivals of sugar at shipping ports, there will be a stronger inclination to sell. So far, new crop sugars have come in to shipping ports very slowly.

There has been a renewed interest on the part of Japan in the lower grades of our muscovado sugars, and this demand has led to a sharp advance in the price of muscovados in the local market. Japan is interested principally in grades Nos. 3, 4, and 5, and in the beginning of the year there were sellers in the local market of these grades on the basis of P5.50 per picul, first cost for No. 3, with 25 centavos down per grade; but with the strong demand from Japan, prices advanced, and sellers are now asking P6.25 per picul, f.o.b., for No. 3. If the demand from Japan continues, higher prices may be expected, in view of the limited stock of muscovado sugars available this year compared with previous years. In a previous review, we have referred to the rapidly decreasing production of muscovados owing to the large number of modern sugar centrals now operating.

#### DEMAND IN JAPAN

The Japan market has continued active during the present month and has been marked by a rapid advance in the quotations for spot sugars due to sellers having sold bear some time ago and now finding difficulty in covering their commitments. During the past two weeks, ready parcels of Superiors have advanced from Gs. 12½ to Gs. 20. For new crop sugars, however, the market has remained steady and sellers have sold freely for June, July, August delivery on the basis of Gs. 11 to Gs. 11½ for Superiors, Gs. 10 for Browns, and Gs. 9¾ for Mascovados

Consumption of sugar in the principal countries of the world is now increasing, and there is no doubt that with financial stability restored, Europe would soon drift towards its normal consumption. In Japan consumption during the past year has shown a considerable increase over the previous year. Final statistics for last year are not yet available, but it is expected that the consumption will reach 10,000,000 piculs, Japan's principal source of supply from its own territories is from Formosa, and as the Formosan crop is not expected to exceed 5,000,000 piculs, it will be readily seen that Japan will require to import large quantities of sugar to meet her requirements.

Manila, January 26, 1922.

#### COPRA AND ITS PRODUCTS

By S. P. WHITE
President of Willits and Patterson, Ltd.

The outstanding feature of the cocoanut oil situation for the month of January has been the absence of demand. This is well illustrated by the fact that while a few months ago there were twelve or thirteen mills operating, only five are at present in operation. If there is continued slack demand, it is probable that further mills will shut down.

Shipments of cocoanut oil for the month of January totalled approximately 14,500 tons, practically all of which went to the United States. Local stocks have varied considerably during the month, but at the close are probably

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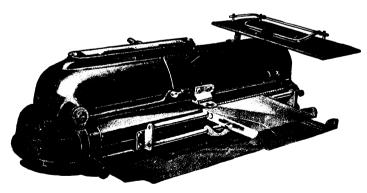
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not in excess of 6,000 tons. A larger percentage of present stocks is unsold than at any time during recent months.

Owing to the absence of trading, prices are mainly nominal. Local quotations range from mainly nominal. Local quotations range from twenty-nine to thirty centavos per kilo. Quotations for delivery cif. Pacific Coast have ranged from 7 cents to 73% cents, but with buyers seeming disinclined to operate, 7 cents is nearer the market. For delivery cif. Atlantic Coast, quotations have varied from 7½ cents to 7½ cents, 7½ cents being nearer the market. The London quotation has fallen to £40-/-, with little demand at that figure.

During the latter half of January, copra prices have moved downward considerably and nay be considered weak at the close of the month. Manila market has been more of a buyer's market manua market has been more of a buyer's market than for sometime, and fair sized parcels could be bought on the basis of \$\mathbb{P}9.75\$ for bodega copra. Arrivals in Manila for the month will probably reach 225,000 piculs. Shipments of copra will total near 6,000 tons, the majority of which has been for the United States. of which has been for the United States. Prices cif. Pacific Coast have fallen from 4½ cents to 4 cents, and the demand seems small at that price. The London price has varied from £25-5-/- per ton for sundried to £23-10-/-, and at the close of the month was quoted at approximately £24-10-/-.

Shipments of copra cake during the month totalled over 8,000 tons, the majority of which had gone to Europe. However, fair sized parcels have been shipped to both Japan and the United States. The demand at present is small and unless there are more substantial inquiries a further weakness in the local prices may be looked after. Some mills are at present quoting as low as \$\mathbb{P}\$18.00 per ton ex bodega.

Manila, January 27, 1922.

#### REVIEW OF THE HEMP MARKET

By H. FORST Secretary and Assistant Treasurer, Macleod and Co., Inc.

Notwithstanding the holidays, the New York market during the last week in December and market during the last week in December and the first half of January showed considerable activity, and the volume of business done was greater than experienced for some time past. As the demand increased prices advanced correspondingly until 9½ cents for "E," 8¾ cents for "F" and 8½ cents for "I" was realized. The London market during the period under The London market during the period under The London market during the period under review ruled quiet but steady, and values showed a gain of only about £1 per ton. European markets are still very much affected by the unfavorable position of their exchanges. Reports from the U. S. indicate a better demand generally, with at least a few of the cordage mills working almost up to their full capacity.

It is generally believed here that if present prices are maintained, production for this year will be about the same as for 1921. The world's consumption of Manila fiber is bound to show an increase; but just how much this will amount to, it is difficult to estimate at the moment

The official hemp statistics as of December 31, 1921—which are now available—show stocks at Manila and Cebu on that date to be 256,400 bales, which compares with 331,590 bales at the beginning of the year. Receipts, after various adjustments, are stated as 754,408 bales against 1,070,252 bales for the previous vear.

HEMP EXPORTED

	1920 Bales	1921 Bales
To U. S	538,403 397,073 47,238 108,175	297,530 224,013 64,000 218,055
To Other Ports Local Consumption	1,108,889	26,000

It is of interest to note that shipments to Japan during last year amounted to 168,390 hales, which is more than twice the amount that country has been in the habit of taking in years past.

#### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

The following is a statement showing the percentage by classes of shipments made to America during 1921:

	Classes		
	"A"	"B"	"C"
	$Per\ cent$	Per cent	Per cent
January	73	22	5
February	87	9	4
March	86	11	3 5
April	78	17	5
Mav	94	5	1
June	83	15	2
July	80	18	2
August	83	16	1
September	92	7	1
October	88	11	1
November	90	9	1
December	90	9	1
			-
Average	87	12	1

As compared with the two previous years, the conclusion is only natural that either our higher grades of Manila cigars are not acceptable to the American consumer, or that our marketing methods are at fault. That the placement orders were secured in former years is conclusively proven by the following statement which shows the percentages by classes of shipments to America in 1919 and 1920:

	Classes		
	"A"	"B"	"C"
	Per cent	Per cent	Per cent
1919	70	26	3
1920	58	30	12

In other words, our placement shipments were as follows:

1919	69 million, Class	"B."
1920	96 million, Class	"B."
1919	8½ million, Cla	ıss "C.'
1920	38 million, Class	. "C."

which, it must be admitted, were sufficiently large to allow the American consumers to become acquainted with our medium and high grade cigars.

Perusal of the shipments made during 1921 indicates decreased demand for these higher grades.

Individual travelers passing through Manila compliment us on the quality of our high grade cigars. All manufacturers from time to time receive commendatory letters direct from consumers who have been sent presents of cigars by local residents; and so the natural conclusion is that our marketing methods are wrong.

That the individual employees have the welfare of the industry at heart is evidenced by the fact that the labor unions, through their Mr. Salita, have petitioned the manufacturers for an increase in the wage schedule in spite of the fact that most of the factories are selling their products at less than the cost of production. Instead of advancing the wage schedule, manufacturers have without exception been figuring on a further decrease in the present wage paid to all the so-called skilled piece workers.

It is to be hoped that the intelligent element in the labor organization will carefully study the problems that confront the factory managers in order to assist in their solution before taking action which may necessitate the closing of the factories.

l.eaf tobacco continues to sell at prices ranging from P5.00 to P8.00 in the valley, although it is reported that certain factories are paying as high as P12.50 provided delivery is made with

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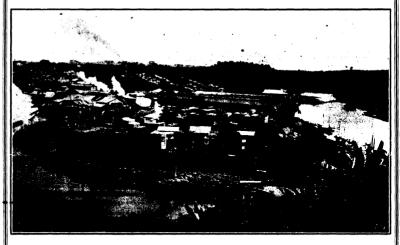
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payment deferred to a future date. The planters, however, seem to prefer taking the lower prices on the basis of cash payments. Manila dealers still continue to offer at moderate prices. No advice of any transfers except of small parcels have been noted.

American importers are only buying in limited quantities on a price rather than a quality basis, with local manufacturers, in their anxiety to secure capacity output, cutting prices in an endeavor to secure the business.

#### THE RICE INDUSTRY

By PERCY A. HILL, of Muñoz, Nueva Ecija, Director, Rice Producers' Association

The present rice crop is harvested in the central Luzon plain, but the bulk destined for market has not yet begun to move. In the main shipping points, prices fluctuate between \$\mathbb{P}3.00\$ and \$\mathbb{P}3.30\$ per cavan of ordinary palay,

with buyers for local contracts fairly brisk. No large amounts can be contracted for, as the Chinese and others are awaiting the action of the Legislature on the protective rice tariff requested by the growers. This will probably be settled before this issue of the JOURNAL.

Northern Luzon reports a heavy crop loss; and several provinces that last year were in the inter-provincial export class, will now have to import to maintain their home supply. Zambales and Ilocos Sur report crop failures.

The Saigon (Cochin-China) rice crop is reported a little short of the 1921 production. At the beginning of the year Saigon sifted No. 2 was selling for \$6.18 (Hongkong currency), f.o.b. Saigon. This would indicate that the greater part of the war holdover has been disposed of in the world markets in the active selling campaign taken up by the Indo-Asian combine.

Exchange, added to freight and insurance, would allow of little margin to compete with the present selling prices of Philippine palay and rice. In 1921 Saigon exports reached over 1,200,000 tons of clean rice as against 729,000

tons for 1920, the increase apparently being the balance of the war holdover.

In general palay markets in the Philippine shipping points should show a slight increase if the tariff bill passes the Legislature. If the bill does not pass, a reduction of about 30 centavos per cavan of palay is to be expected. Rice remains practically the same, except when sold in special lots, but once the main crop is absorbed by the buyers, storers and millers, a raise will in all likelihood be forthcoming.

However, the rumor of a fall in exchange is prevalent again, and unless some outside agency like the United States Federal Reserve Board takes up the question of Philippine finances to stabilize exchange once for all, the effect on imports will be immediately felt in a sharp advance. Imports have practically ceased since November on this account.

#### LUMBER REVIEW

(For November and December, 1921)
By ARTHUR F. FISCHER,
Director of Forestry

Reports received of lumber sales and orders received indicate a steady demand for lumber with an increase in shipments during the month of December as compared with November, 1921,

Complete returns for November, 1921, from 22 mills show a production during the month of 5,037,000 board feet and shipments of 5,488,000 board feet as compared with 8,947,000 board feet and 9,700,000 board feet during November, 1920.

Lumber stored in the yards at the end of November amounted to 19,393,000 board feet as compared with 23,727,000 board feet at the end of October and 9,120,000 at the end of November, 1920.

While these reports show a sharp falling of from the business done during October, incomplete returns for December indicate a revival of the market with shipments of 3,533,000 board feet from 10 mills in December as compared with 2,317,000 board feet from the same mills during November.

#### REAL ESTATE

By P. D. CARMAN

Vice-President and Sales Manager San Juan Heights Co., Inc.

#### SALES, CITY OF MANILA

	Nov. 21	Dec. 21
	to	to
	Dec. 20	Jan. 20
San Nicolas	₱195,750	<b>P</b> 54,986
Malate	74,010	306,875
Sta. Cruz	72,110	425,405
Γondo	46,100	38,500
San Lazaro	41.187	52,060
Ermita	28,647	279,000
Paco	16.556	2,000
Sampaloc	7,000	83,000
Santa Ana	3.761	2,069
Santa Mesa	1,200	6,818
Binondo		12,000
Sto. Cristo		6,000
Quiapo		5,000
-		

Real estate sales in Manila during December indicate a dull market. January sales (to the 20th) make a much better showing, even after discounting two large transactions. It is a very satisfactory indication, moreover, that few real sacrifices have been made, which signifies that property owners have confidence in the future of Manila real estate and will not sell under

Total..... ₱486,321₱1,273,713

# COMPAÑÍA GENERAL DE TABACOS DE FILIPINAS OWNERS OF

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FAVORITOS CONDE DE GUELL
FAVORITOS J. DOTRES
ESPECIALES EXPENDIO
ESPECIALES TABACALERA
REGALIA A. LOPEZ

CIGARETTES:-

ROSITAS

TABACALERA CORK TIPPED DE LUXE SULTANES GOLD TIPPED MISS ROOSEVELT GOLD TIPPED

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MANILA, PHILIPPINES



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Vegueritos

present conditions. Several brokers state that there is evidence of a livening up of the market and it seems to be believed that crop returns will have a favorable effect and that better condiions will follow.

The suburban market appears to have been comparatively more active than the Manila market, possibly due to the lower prices asked and the feeling that there is an opportunity for abstantial value increases in the next few years. One suburban subdivision company completed sales of nearly 50,000 square meters during the first 15 days of this month.

#### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS Manager, International Banking Corporation

Our last report closed on December 23 with Our last report closed on December 23 with New York exchange quoted nominally on that day at from 6% to 8% premium for demand drafts and 7% to 9% premium for telegraphic transfers. Quotations settled down on the 24th to 7½% and 8½% and on reopening on the 27th, after the Christmas holidays, rates were called 7% and 8% and remained at that level until the 31st when business was done at 65 and 7%. % and 7%

The market opened after the New Year holidays on January 3 with quotations nominal at days on January 3 win quotations holimat a visc and 6%, and rates eased off until 2% and 3% were done on the 5th. Ninety days date paper was reported to have been sold by a bank as low as 5% premium.

these rates with business done at times  $\frac{1}{2}\%$  higher and also at times slightly lower.

The London cable rate in New 101k has fluctuated between 418 and 423 during the period, the last rate to hand being 4211/2. local rate for Sterling telegraphic transfer at the close is 2/3 and the Banks' buying rate for four months sight credits is called 2/4 11/16.

#### SHIPPING REVIEW

By A. G. HENDERSON General Manager for the Far East, Frank Waterhouse and Company

A very gratifying improvement in export cargo is to be recorded for the month of January, and all indications point to still heavier movements during the succeeding months. Hemp, coconut oil and copra all contributed to the increased on and copia an contributed whe includes tonnage, and in view of active inquiries for forward space, it is confidently thought that the corner has been turned and that permanent revovery of freights is now in sight.

On the other hand, passenger travel remains exceedingly light, due in a great measure to the tendency of putting off travelling as long as possible, in the expectation that rates at an early date will be adjusted to be more in keeping with changed conditions.

Press dispatches of January 14 announce that two ex-German passenger steamers have been allocated to the Los Angeles Pacific Company, for operation between Los Angeles and Honolulu. operation between Los Angeles has been making for some time past, Los Angeles has been making strong representations at Washington for a passenger service to the Orient by way of Hono-lulu. The recent statement given out by that city's Chamber of Commerce that the Shipping as low as 78% premium.

On the 6th, rates were slightly firmer at 1½% and 3½%, and the market strengthened day by day until 6% and 7% were reached on the 11th. Rates again began to weaken, however, and dropped away to 3% and 4% on the 16th, and from then on until the close of this report, on the 24th, the market hovered around the second strength of the property of the second strength of the property of the presentations at Washington for a passenger service to the Orient by way of Honolulu. The recent statement given out by that city's Chamber of Commerce that the Shipping Board had definitely decided on this service, and dropped away to 3% and 4% on the 16th, and from then on until the close of this report, on the 24th, the market hovered around the presentations at Washington for a passenger service to the Orient by way of Honolulu. The recent statement given out by that city's Chamber of Commerce that the Shipping Board had definitely decided on this service, and dropped away to 3% and 4% on the 16th, and from then on until the close of this report, on the 24th, the market hovered around the passenger service to the Orient by way of Honolulu. The recent statement given out by that city's Chamber of Commerce that the Shipping Board had definitely decided on this service, and dropped away to 3% and 4% on the 16th, and from the passenger service to the Orient by way of Honolulu. The recent statement given out by that city's Chamber of Commerce that the Shipping Board had definitely decided on this service, and the passenger service to the Orient by way of Honolulu and Shipping Board had definitely decided on this service, and the passenger service to the Orient By way of Honolulu and Shipping Board had definitely decided on the passenger and service to the Orient By way of Honolulu and Shipping Board had definitely decided on the passenger service to the Orient By way of Honolulu and Shipping Board had definitely decided on the passenger and service to the Orient By way of Honolulu and Shipping Board had defin

Since shipping began to revive in Japan, owing to withdrawals of Shipping Board tonnage, Kobe shipowners have purchasely and Great Britain, and over 20 more are now the subject of negotiations. The purchase price is between Yen 34 and Yen

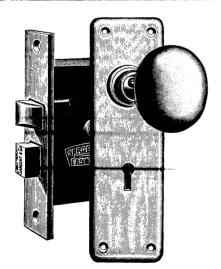
The purchase price is between xen 34 and xen 35 per ton.

It is stated in a summary of operations given out by the Shipping Board, that the 75 managing agents, operating 674 steel steamers last July, will be reduced to 43, handling 321 vessels, as from the beginning of 1922. This idle fleet of merchant vessels, now totalling 1,301 hulls, costs around two million dollars in upkeep.

costs around two million dollars in upkeep.

Commenting on the Jones Act, a New York
maritime journal has the following to say:
"Native merchants in the Islands are plainly
displeased at the prospect of the U. S.-Philippine
trade being further restricted, and their displeasure is shared by resident American merchants who view with displacements. chants, who view with dismay the possible outlook of higher freights on American export to the Philippines, than on competing classes of goods from foreign countries. And in addition to the Philippines, Alaska has now come forward in opposition to the Jones Act. The case here in opposition to the Jones Act. The case here is more serious, because the Attorney-General of the Territory is now arguing before the Supreme Court in support of the decision of a territorial court, holding the Act unconstitu-tional insofar as it would prevent merchandise for Alaska being carried part of the way over the for Anska being carried part of the way over the Canadian route. It is set forth that no such inhibition applies to the domestic commerce within the United States, which may be carried part of the way over Canadian railroads without incurring risk of confiscation."

From January 1 to September 1, 1921, 1,806 auto vehicles were added to the traffic of Mexico auto vehicles were added to the traine of present City, bringing the number of gas propelled vehicles up to 10,120, exclusive of motorcycles. All but 300 of these were passenger vehicles. revenue derived by the municipality from auto licenses for the same period was \$204,815, an increase of \$68,225 over the same eight months in 1920.



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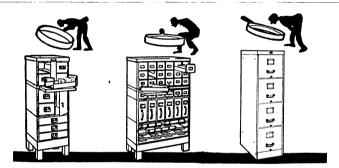


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Manila, P. I.

#### RECENT INCORPORATIONS

December 2, 1921

PHILIPPINE STADIUMS, INC., Manila; amuse, PHILIPPINE STADIUMS, INC., Manila; amuse, ment enterprises, such as stadiums, theaters, roof gardens, dance pavilions, etc.; capital stock \$100,000, subscribed \$20,020, paid \$5,000 directors: A. J. Rosario, treasurer, E. E. Calvin, Thomas F. O'Malley, Fernando Manikis, V. N. Mauricio.

ASOCIACION DE GANADEROS, Manila; cooper. ASOCIACION DE GANADEROS, Mainia, Cooperative cattle selling and buying; capital stock \$\mathbb{P}\$15,000, subscribed \$\mathbb{P}\$3,000, paid \$\mathbb{P}\$750; directors Mauro Prieto, Jesus Alegre, treasurer, José F. Fernandez, H. L. Heath, Tomás del Río.

HILONGOS ELECTRIC LIGHT COMPANY, Hilon-HILONGOS ELECTRIC LIGHT COMPANY, THOMPOS, Leyte: capital stock P25,000, subscribed and paid P5,500; directors: Brigido B. Rivera, Gerónimo Ruíz, treasurer, Vicente N. de Veyra, P. Gregorio Ortiz, Teótimo Fulache.

REVERSE FOUR CATTLE COMPANY, ADORON,

REVERSE FOUR CATTLE COMPANY, Aroroy, Masbate; general cattle and agricultural business; capital stock \$\P100,000\$, subscribed \$\P21,350\$, paid \$\P5,372.50\$; directors: William G. Carpenter, Ernest J. Johns, treasurer, David D. Andrews, Thomas J. Michel, Joaquin Arevalo, John O. Enberg, Wilbur S. Wilson, Crisostomo Campo, ORIENTAL COMPANY, Manila; general merchandise; capital stock \$\P100,000\$, subscribed \$\P21,500\$, paid \$\P5,810\$; directors: Dámaso P. Perez, treasurer, Alejo Labrador. Aquilino Banaag, José Munda, Lamberto R, Sison.

December 3, 1921

HOTEL DE FRANCE COMPANY, 33 Plaza Goiti, Manila; capital stock P175,000, subscribed and paid P145,000; directors: Antonio M Barretto, Dolores M. de Barretto, José A. Barretto, Pedro Mata, treasurer, Francisco Sevilla.

December 6, 1921

CEBU JOCKEY CLUB, Cebu; to hold horse races CERU JOCKEY CLUB, Cebu; to hold horse races in Cebu and vicinity; capital stock P 30,000, subscribed P6,520, paid P1,750; directors: Vicente Urgello, Pedro Rodriguez, Andrés Roa, treasurer, Yap Hioc, Miguel Santiago.

CARCAR ELECTRIC Co., INC., Carcar, Cebu; construction and exploitation of electric plant: capital stock P50,000, subscribed and paid P21,950; directors: Anastacio del Corro, Máximino Noel, treasurer Mamerto Escaño Angel

mino Noel, treasurer, Mamerto Escaño, Angel Cui, José Vaño.

December 8, 1921

COMPAÑIA COSECHERA DE TABACO DE ISA-COMPAÑIA COSECHERA DE TABACO DE ISABELA, INC., Cabagan, Isabela; manufacture and sell cigars, cigarettes, etc.; capital stock \$\frac{7}{2}0,000\$, subscribed \$\frac{7}{2}4,270\$, paid \$\frac{7}{2}1,845\$; directors: Miguel Binag, Erlinda A. de Talamayan, Dionicia R. Zipagan, treasurer, Francisco Alvano, Rafaela G. de Gatan, María G. de Apostol, Vicenta Cabauatan Vda. de Bagunu, Manuel Cabauatan Vda. de Bagunu, Manuel Datul Masigan, Marcelo Bagunu, Salustiana de Datul.

December 12, 1921

KNEEDLER REALTY COMPANY, Manila; build, purchase, lease and operate buildings, etc.; capital stock \$\mathbb{P}^2,000,000, subscribed and pair \$837,000 (directors: H. D. Kneedler, treasurer, E. Linton, C. A. DeWitt, R. B. Sheldon, E. E. Lear Elser.

December 13, 1921

BANISILAN OIL COMPANY, Manila; bore for oil, etc.; capital stock P20,000, subscribed P4,010, paid P1,010; directors: R. J. Harrison, H. H. Harrison, A. P. Preston, C. T. Cross, treasurer, S. R. Hawthorne.

December 16, 1921

Manila Collection and Credit Association, Inc., Manila; capital stock P15,000; subscribed and paid P3,570; directors: H. Ochamberlain, W. G. Frisbie, treasurer, Angel Montañes, C. D. Cecilio, Nicanor Legaspi.

December 19, 1921

ULING-NAGA COAL COMPANY, Cebu; capital stock \$5,000, subscribed \$1,000, paid \$500: directors: J. H. O'Hara, treasurer, F. C. García, J. Neri, V. Esmero, Galo Flores.

#### December 21, 1921

CAVITE ELECTRIC COMPANY, INC., Cavite, Cavite; acquire rights of Cavite Electric Light and Power Plant; capital stock \$\mathbb{P}200,000\$, subscribed \$\mathbb{P}160,000\$, paid \$\mathbb{P}81,000\$; directors: Leonardo Osorio, Daniel Tirona, Vicente T. Fernandez, José F. Fernandez, Albert Sidler, treasurer.

UNITED PLUMBING COMPANY, INC., Manila; general hardware, plumbing and machinery business; capital stock \$P100,000, subscribed and paid \$P100,000 directors: S. C. Choy, E. A. Cuddy, Emilio Lintag, Guillermo Escusar, treasurer, Agustin J. Reyes del Sol.

#### January 5, 1922

Sanitary Bakery Company, Manila; capital stock P30,000, subscribed P11,300; paid up P10,300; directors, S. W. O'Brien, Harry Schoenhaut, A. S. Crossfield, C. F. Guthrie, treasurer, F. J. Herier.

NIPPI TRADING, INCORPORATED, Manila; general import and export; capital stock ₱30,000, all subscribed, paid ₱7,600; directors, K. Noguchi, treasurer, M. Shoji, M. Noguchi, G. Shoji, M. Riton.

#### January 9, 1922

JOAQUIN TAN BON LIONG, INC., Manila; textiles, wholesale and retail; capital \$\mathbb{P}40,000\$, all subscribed and paid up; directors, Joaquin Tan Bon Liong, treasurer, Juan Chan Nan Yec, Manuel Tan Tay Muy, Tan Gam, Lais Van Gam.

TAN BON LIONG, JUAN CHAN NAN YEC, INC., Manila; textiles and dry goods, wholesale and retail; capital stock \$\frac{9}{2}40,000, all paid up; directors, Joaquin Tan Bon Liong, treasurer, Valentin Tan Lian Teng, Juan Chan Nan Yee, Yu Tuan Sin, Fernando Tan Teng Koc.

#### January 16, 1922

CEBU PORTLAND CEMENT COMPANY, Manila; manufacture and sell Portland cement; capital stock \$5,000,000, subscribed \$2,750,000, paid up \$1,048,000; directors, C. F. Massey, E. M. Fullington, José Paez, C. M. Cotterman, Francisco Peña, treasurer, J. L. Irwin.

#### January 17, 1922

MISAMIS LUMBER COMPANY, Misamis; capital stock \$\mathbb{P}\$200,000, subscribed \$\mathbb{P}\$70,500, paid \$\mathbb{P}\$35,180; directors, Jenaro Ozamis, Donato Valconcha, Leonardo Cebedo, Lucio Bizarra, Norberto Bomediano; Treasurer, P. V. Durias.

#### January 21, 1922

Levy Hermanos, Incorporated, Manila; general mercantile and commission business; capital stock \$73,000,000, subscribed \$7600,000, paid \$7150,750; directors, Raphael Levy, Leopold Kahn, Leon Dreyfus, treasurer, Maurice Kahn, Emmanuele Strauss, Laureano Mañalac,

#### FOREIGN CORPORATIONS REGISTERED

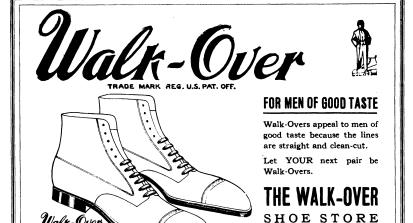
#### January 13, 1922

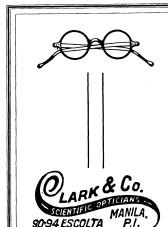
GENERAL MOTORS EXPORT COMPANY, existing under the laws of Michigan; central office in P. I., Manila; capital stock \$\mathbb{P}\$1,000,000, paid up; agent in P. I., Bruce J. Miles.

#### MOJI-SHIMONOSEKI TUNNEL

Official announcement has just been made by the Japanese Railway Department of the completion of the plan of the proposed Moji-Shimonoseki tunnel. The work will be taken in hand from the beginning of the next fiscal year in April, 1922.

According to the plan, the tunnel will be constructed between Moji and Hiroshima island. The distance between the island and Shimonoseki will be spanned by an iron bridge. The Kyushu end of the tunnel will be to the west of Dairi, some three miles from Moji.





MASONIC TEMPLE

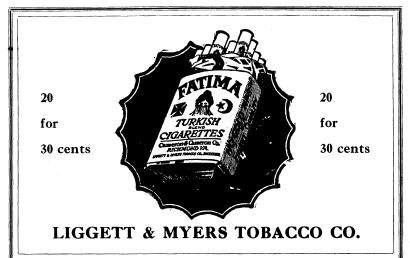
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### SHRINER PARTY HERE FOR CARNIVAL

A party of 48 Shriners with their ladies, A party of 46 Shirners with their ladies, numbering 32, is due to arrive on February 9 aboard the liner Keystone State to stage the initiatory ceremonial for a large flock of novices. Heading the party is Mayor Hugh M. Caldwell of Seattle, Illustrious Potentate of Nile Temple, which is conductive to the contract of the conductive to t which is conducting the ceremonial. With the party are also John Rex Thompson, Past Potentate of Nile Temple, and W. H. Irvine, Assistant Ceremonial Director of Nile Temple. At the time of going to press, the following practically complete list of members of the settly back been printed in Marilland. party had been received in Manila:

Mayor Hugh M. Caldwell, F. W. Wonn, A. Mayor riugh M. Canwen, r. W. Wolin, A. W. Pratt (party of 3), Bert Snyder and daughter, Mr. and Mrs. J. W. Smithson, W. J. Coombe and son, Mr. and Mrs. Chas. Osner and two ladies, Arthur B. Miller, Mr. and Mrs. Don H. Palmer, J. W. Edmunds, Mr. and Mrs. Mc-Farlane, Max Boas, all of Seattle.

Mr. and Mrs. F. M. Slack, Wm. Rust (party of 3), W. F. Stillson, Mr. and Mrs. Buckmaster and three children, all of Tacoma.

Mr. and Mrs. J. C. Wixon, Sedro-Woolley, Wash., Mr. and Mrs. Geo. Ketchum, Stanwood,

Wash.

Mr. and Mrs. Emil Ganz, Phoenix, Ariz.;
Fred W. Ehrhardt (party of five), Sacramento,
Cal.; Frank A. Saxton, New Orleans, La.; P.
M. Starnes, Chicago, Ill.; Tom Proctor, Santa
Rosa, Cal.; E. Wright, Kansas City, Mo.;
Miss Louise Myssell, San Francisco, Cal.; T. J.
Proctor, A. F. Schliechter, Mrs. Schleichter,
San Francisco; Mr. and Mrs. J. W. Stackhouse,
San Jose, Cal.; Mr. and Mrs. C. S. Kutz, and
Miss Kurtz of Wilmington, Del.; Mrs. L.

McKillop, Calgary, Alta.; Frank Peletier, Kansas City, Mo.; T. N. Cook and Mrs. Cook, Edmonton, Alta.; Frank Guindon Plankington, S. D.; G. W. Richards, Visalia, Cal.; Thomas G. Newell, Oklahoma City; Mr. and Mrs. C. F. Shepherd and Mr. and Mrs. C. H. Waupel of Ashland, Ore.; Mr. and Mrs. E. H. Aaron of Sand Point, Idaho; and Mrs. Floyd Wood of Wiles Mich Niles, Mich.

#### TENTATIVE PROGRAM

As may be seen from the above, the party includes people from all sections of the United States. The party left Scattle on January 14 and was due in Shanghai on January 30.

This is the fourth ceremonial conducted by Nile Temple in Manila, one of its principal coases. The first pilgrimage occurred in 1914, when the mammoth liner Minnesola was char-

Temple in the Philippines and chairman of the executive committee, as well as general chairman of the whole affair. Other committee heads are as follows:
Ways and Means, E. E. Elser; Finance, Victor C. Hall; Recruiting, Wm. F. Gallin, Jr.; Reception, C. W. Rosenstock; Entertainment, Luther B. Bewley; Publicity, F. J. Herrier; Publication and Printing, M. J. Hazelton; Parade and Patrol, R. A. Gillmore; Welfare, H. L. Fisher; Novices, John F. Brown; First Aid, Dr. J. W. Smith; Electrical, H. D. Cranston, E. Valmas; Property, C. A. H. Decoration, E. Valmas; Property, C. A. H. Schoendube; Music, John C. Howe; Transportation, G. A. Henderson; Banquet, J. F. Bromfield.

The Recruiting Committee, in addition to the

First day.-Arrival of delegation; té dansant at Army and Navy club from 5 to 7 p. m.; reception at the Manila hotel by the representative of Nile shrine, 9 p. m.; visit to the carnival, 10 p. m.

Second day.-Luncheon with the Rotary club for the men of the delegation; afternoon (tentative announcement), a visit to the governor

Fourth day.-Left open for the mayor of Manila.

and for those who may wish to attend church.

Sixth day.-- Luncheon at the American Chamber of Commerce for the men; review of troops at Fort McKinley, 4:30 p. m.; Shriners' ball, Carnival grounds, 9 p. m.

The party is due back in Seattle on March 10.

when the mammoth liner Minnesola was chartered for the oriental trip. Again in 1916 a delegation came to Manila for the ceremonial and in 1919 another initiatory rite was conducted by a special mission.

Milton E. Springer is representative of Nile Temple in the Philippines and chairman of the

The Recruiting Committee, in addition to the chairman, has the following members: Walter A. Dumas, W. Huse Chapman, William A. Weidmann, John Frank Brown, James H. Reynolds, Jr.; Edward M. Masterson, Fred Damman, William G. Carter, John Baumann, Jerry Carter Holmes, John V. S. Breson, Charles G. Herdman, Frederick W. Scheben, Lewis P. Willis, John J. Riehl, Robert Clausen, Samuel J. Wright, Charles F. Zeeck, and James A. Wright.

The following tentative program has been prepared by the entertainment committee:

First day — Arrival of delegation: the dansant

general.

Third day.-Shrine ceremony for the men.

Fifth day.—This day, Sunday, is kept open for trips to Pagsanjan or other provincial points,

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#### RAPID GROWTH

Beginning in 1887 with the shipment of twelve cars of fruit, the California lemon industry has increased a thousand fold, the 1920-21 shipment being approximately 12,000 cars, according to a bulletin recently issued by the United States Department of Agriculture.

# Glass Expounds "The Mechanics of Persuasion"

Frank P. Glass, of Birmingham, Alabama, former president of the American Newspaper Publishers' Association and a veteran newspaper man, addressed the members of the Chamber on Tuesday, January 3, at luncheon, taking as his topic "The Mechanics of Persuasion". Mr. Glass is a keen observer of foreign affairs and a student of world politics. In his opinion, it is absolutely essential that the Navy radio facilities, which have enabled the people of the Islands to obtain reliable and thorough news through the local press, be continued and amplified.

"Now that the great European war is over and Uncle Sam has been taken by the seat of his trousers and pushed into the international field," he said, "Americans see that there is not only a responsibility in the Orient but also an opportunity. They realize that there is a probability of doing something not only in industrial way but something of advantage to themselves as well as to the whole country.

"During the war, the United States became distinctly and primarily a manufacturing country. Enlargement of production and increased demand for materials necessary for war resulted in an enormous congestion of business. Things are looking up now, and all over the United States there is a thorough realization that the United States must find foreign markets...

### NEW BASIS OF ACTION

"Out of the failure of Great Britain to renew its alliance with Japan there is going to arise a new thought and new basis of action among American business men and politicians. Politicians follow the business men. The day is not distant when we will see Congress helping Americans all over the world, and in the Philippines more than anywhere else. Here is where the newspapers will come in."

Mr. Glass referred briefly to the recent World Press Congress at Honolulu, which he attended. This organization, he said, will play a large part in bringing about world peace, because it will foster a better comprehension of different peoples by each other. "The more men know each other," he declared, "the less are they likely to fight."

The people of the Orient, he stated, are particularly anxious to get the news, and are also a source of much interesting news; but news across the Pacific ocean cannot be transmitted without lower cable rates. The present rates are very high, he said, and the lower naval radio rates ought to be continued. He continued:

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),

"The news going out to the Orient now is full of propaganda. I hear from Chinese newspapers that it is very difficult now to get news not colored with some sort of propaganda. There is plenty of news available here in the Orient, news of the right sort. When the sending facilities become better and cheaper you will see the big news-gathering organizations and newspapers of the United States sending out here competent newspaper men, men of vision and knowledge, men who will get the truth, who will tell the important facts to the newspapers of the United States. If there is anything you men can do to help along in seeing to it that the newspapers get the truth, do so. Then you will see what the newspapers can do ... "The basis of progress is interchange of

"The basis of progress is interchange of information, and interchange of information depends upon the facilities for information. No newspaper in the United States draws money from the Government. The newspapers cannot afford to get the sort of news you want them to have and give you the sort of news you want printed here without the tadio facilities. There is no use in sitting back and crying because this or that doesn't happen. Find the reason, remove the cause, get the obstacle out of the way, and in a few years you will see that Washington will take more interest."

ADMIRES BRITISH POLICY

Mr. Glass expressed high admiration for the colonial policy of the British and said we can learn a great deal from the British. He concluded:

"I am here to learn, and have learned much since I have been here. The people of the United States have so far, I am sorry to say, learned mainly of the Philippines on account of its being the gate to the Pacific and they have regarded the Islands as more of a responsibility than an opportunity. That view, I believe, is going to change, and the causes are at work to make the change. The minute the American people realize what you are doing here, the minute they know what the local situation is, what the native problem here is, the more will they be in sympathy. You have had the ex-

perience and know better than people who have been here only a few days. But this information must be furnished the people at home in order to create sympathy.

"I went to Korea prejudiced against the Japanese régime, but found that Japan is doing a tremendous good. When you see the schoolhouses, the reforestation, the industrial development, etc., you realize that Japan is performing a trennendous task in Korea. We have been too kind-hearted. We should do the job as firmly and resolutely as Japan is doing it in Korea. We should observe the Golden Rule, but not be quite so idealistic—a little more practical. We should follow somewhat the British lines in their colonies. Great Britain is very successful in handling what are known as the 'child people.'"



# WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of this issue of the Journal.)

Tuesday, December 27, 1921.

Present: Directors Heath, Cotterman, Green, and Williams. There being no quorum, the meeting was declared informal.

A protest from a member of the Chamber against the fact that automobiles are not allowed to park on calle Helios on the side next to the Post Office, to the inconvenience of the patrons of his business, was referred to the Mayor with the request that the matter be adjusted to the satisfaction of the merchants concerned.

A resolution of the Agricultural Association of Pampanga requesting that this Chamber cooperate in an effort to have the interest rates on loans to agricultural companies reduced to prewar levels, was read and discussed. The Secretary was instructed to reply to the effect that interest rates have been reduced to at least nine per cent and that in time the rates will adjust themselves.

A communication from the House of Representatives stating that the cost of furnishing copies of bills, resolutions, etc., in English would be prohibitive was read and ordered placed on the table.

The Directors decided not to reserve any club space at the Carnival.

An invitation from Far Eastern Commercial and Industrial Convention, to be held in connection with the Carnival, to have representatives of this Chamber attend and address the gathering was read. The matter was referred to Julius Reis, representative of the Chamber at the Carnival, with instructions to appoint such delegates as he may see fit, subject to the approval of the Board of Directors.

Tuesday, January 3, 1922.

Present: Directors Heath, Cotterman, Avery, Elser, and Rosenstock.

The action taken by the Board at the informal

meeting of December 27 was approved.
Transfer of Active membership of Spencer G.
Lane to Samuel F. Gaches was approved.
Applications for Associate membership of

William H. Gohn, H. O. Bauman, C. D. Evans, Oswald G. Taylor, and Peter Johnson were

Oswald G. Taylor, and rever joinison were approved.

The Board approved the publication of a special issue of the JOURNAL for the regular February number, in connection with the Far Eastern Commercial and Industrial Convention.

Tuesday, January 10.

Present: Directors Heath, Cotterman, Avery, Elser, Green, Rosenstock and Williams

Applications for Associate membership by J. F. Boomer, Abram van Heyningen Hartendorp, Walter Wilgus, and Clayton J. Young were approved.

Application of R. A. Duckworth-Ford, who has taken out his first citizenship papers, for

Associate membership was accepted.
Resignation of William F. Gallin, Jr., as Associate member, was accepted.
Bills totalling \$\mathbb{P}9,192.93\$ for December were

approved.
Change in the representation of the Catton-Neill Engineering Company from R. R. Womack

to A. S. Hayward was approved.

Organization of the Newspapermen's Section of the American Chamber of Commerce was

approved. A resolution prepared by the Newspaper-

men's Section calling upon Congress to continue in force the present radio press privileges and rates was passed.

The directors decided not to subscribe to Llovds' Register of Shipping for the year 1923.

A letter from an American in the provinces reporting that the court had issued an embargo on the sale of his land to satisfy a loan was read and referred to the General Counsel for comment and report.

A loan of \$150 to an American for transporta-tion on a transport to the United States for himself and family was approved.

An application for a loan of \$\mathbb{P}80,000\$ for one year at 12 per cent interest, payable monthly, to be secured by a mortgage on seven different real estate properties in Paco, was discussed and left in the hands of the special committee consisting of Directors Green, Cotterman, and Avery.

Wednesday, January 25

Wednesday, January 25
Present: Active members H. L. Heath, C. M. Cotterman, J. R. Wilson, R. A. McGrath, G. T. Herrmann, W. J. Odom, S. F. Gaches, E. Berge, A. G. Kempf, C. Russell Zeininger, C. Orton, M. M. Saleeby, and S. M. Berger; Associate members John Gordon, Charles A. Clark, W. N. Bartholomew, Gordon Johnston, W. M. Butts, George B. Wicks, A. E. Haley, J. L. Pierce, Norbert Lyons, Shiras M. Jones, A. G. Hillberg, John Benton Clausen, Bruce J. Miles, E. A. Aced, H. I. Mozingo, E. C. Ross, F. J. Perrine, John A. Christensen, C. P. Ladd, E. A. McClellan, J. J. Kottinger, L. D. Lockwood, A. v. H. Hartendorp, E. G. Redline, O. S. Cole, John B. Amazeen, George C. Sellner, A. R.



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Hager, F. V. Shannon, J. L. Irwin, Katherine T. Larsen, J. A. Stiver, Fitch A. Winchester, F. W. Butler, H. Strauss, W. H. Burnham, Jr.

Mr. Saleeby presented the question of the dispatching of mails from the Philippines to the United States, claiming that letters are not routed in chronological order. It seemed to be the impression that mail is at times held over in Manila in order to utilize the government transports which carry the mails free of charge. The Board of Directors were requested to take the matter up with a view to having mail dispatched on the first available boat after arrival of the mail in the Post Office.

Mr. McGrath brought up the matter of passenger rates between the Philippines and the United States, stating that the present rates of \$438 and \$375 are excessive. Mr. Hager, speaking for the American Chamber of Commerce of Shanghai, advocated greater interchangeability of steamer tickets. He also thought that the Shanghai and Manila chambers might cooperate in the matter. The meeting passed a resolution providing that the matter of reduction in passenger rates and interchangeability of tickets should be taken up in conjunction with the American Chamber of Commerce in Shanghai.

The question of inviting prominent Filipinos to speak at luncheons of the Chamber was discussed, and it was decided that the Chamber would be glad to hear addresses by prominent natives of the Islands, in order to obtain their points of view and transmit the views of the Chamber, when occasion permits, thus working toward more harmonious relations between the two peoples.

Wednesday, January 28, 1922.

Present: Directors Heath, Cotterman, Elser, Green, Rosenstock, and Williams.

Applications for Associate membership of James K. Foreman, Thomas I. Weeks, Shiras M. Jones, and Harold H. Keys were approved.

Resignation of Dr. C. E. Norris, Associate member, was accepted.

Active membership of the Exchange Shoe Company was placed in the name of the Hale Shoe Company, upon the former company's request.

A letter from the Secretary of Amoy University expressing the appreciation of the regents of the University for the hospitality and courtesy shown to Dr. Lim Boon Keng, president of the university, during his recent visit to Manila, was ordered placed on file.

It was agreed that the courtesies of the Chamber should be granted to U. G. Frondorf, J. E. Doyle, and A. R. Hager, representatives at the Manila Carnival of the American Chamber of Commerce of Shanghai during their stay in Manila.

C. W. Rosenstock, chairman of the entertainment committee, was appointed a committee of one to represent the Chamber in the reception of Baron General Tanaka of the Japanese army and his staff, who are to visit Manila shortly.

Organization of the Iloilo branch of the American Chamber of Commerce of the Philippines was approved.

A letter from the Secretary of the National Foreign Trade Council requesting that this Chamber be represented at the next annual meeting on May 10, 11, and 12, 1922, was read, and the president was authorized to appoint from one to three representatives to the meeting from members who may be going home, or from members who are already in the States.

The president was authorized to appoint five delegates to the United States Chamber of Commerce, one of whom is to be a National Councillor

The Watsonal Drug Company having been merged with the Philippine-American Drug Company and thus ceasing from being an Active member, was informed that it has an equity

which can be disposed in accordance with the by-laws.

The Active membership dues of the late Henry Hasemeyer were suspended from the date of his death.

A letter from the Mayor replying to the complaint made by one of the members regarding the parking of vehicles on calle Helios was read. The Mayor stated that the street is too narrow to permit parking on both sides.

An opinion of the Counsel regarding a complaint made by an American in the provinces was read and ordered filed.

The Board decided that the point made by the Relief Committee in a letter regarding recent relief action was well taken,

A loan of \$\textbf{P80,000}\$ to Salvador Vivencio del Rosario and Benita Quiogue for one year at 12 per cent interest per annum, payable monthly, secured by a first mortgage on real estate located on calle Canônigo and Plaza de Dilao, Paco, and assessed at \$\textit{P214,000}\$, was approved. It was also decided that the monthly interest payments shall fall due on the 16th of each calendar month and that upon default of payment the General Counsel of the Chamber shall institute proceedings for foreclosure.

The question of the dispatch of mails to the United States was discussed and the secretary instructed to investigate the matter and report thereon.

The resolution on the reduction of passenger rates passed by the meeting of Active and Associate members on January 25 was forwarded to the Maritime and Harbor committee for report.

The resolution passed by the meeting of Active and Associate members on January 25 favoring the invitation of prominent Filipinos to speak at luncheons of the Chamber, was approved and forwarded to the Speakers' committee.

The plan of the Philippine Chamber of Commerce for the establishment of a "Center of

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Transactions" was approved and the President was authorized to sound the sentiment of mem. bers on the plan.

The plan of the Philippine Chamber of Commerce for the keeping of a "black list" of persons passing checks without funds in bank was approved and the Chamber's cooperation decided upon.

A letter of the British Industries Fair in regard to the extension of credits to merchants by the British government was read and laid on the table. A copy was ordered forwarded to the Chamber of Commerce of the United States,

A resolution from the business men of Olongapo asking to have the Asiatic Fleet returned until Carnival time was laid on the table and the resolution returned without comment.

The use of the Chamber's quarters was extended to Mr. Logan, honorary secretary of the Carnival Association, in connection with the meetings to be held during the Commercial and Industrial Fair, at any time he sees fit to use them for that purpose.

It was decided to request General Wood to speak at the meeting of the American and Chinese Chambers of Commerce on Wednesday, February 8, as representative of the American community, in connection with the program of the Carnival Commercial and Industrial Fair.

John S. Hord, until lately representative of this Chamber in Washington, was given a vote of thanks for his services to the Chamber in connection with the income tax question.

The secretary was instructed to write a letter to five Active members who are six months in arrears of dues, calling their attention to the by-laws.

The financial statement of the Chamber for the period of July, 1920, to December 31, 1921, was approved and ordered filed in the records. It was also decided to submit it to the general meeting for approval.

Mr. Cotterman presented his resignation as a member of the Board, but withdrew it upon request.

Tuesday, January 31, 1922

Present: Directors Heath, Cotterman, Elser, Green, Williams, Rosenstock, Gaches, and Feldstein.

President Heath nominated Vice President Cotterman for President. Mr. Cotterman was unanimously elected as President. Mr. Elser was unanimously chosen Vice

President.
Mr. Williams was unanimously re-elected

Treasurer. Mr. Feldstein was elected to the Publicity

Committee, the President and the Vice President being the other two members. The Executive Committee, as chosen, consists of President Cotterman, Vice President Elser, and Mr. Gaches.

The Finance and Auditing Committee consists of Mr. Rosenstock and Mr. Green.

Other committees are to be selected at the next meeting, February 7.

# REPORT OF EMPLOYMENT BU-REAU AND RELIEF COMMITTEE

The undersigned took charge on August 4, 1921. Up to that date there had been 7 applications for work. Since then the registrations have been:

August						47
September						26
October						37
November.						
December.						22
Previous					•	7

Total.....

Of these, 14 have found work through the Chamber; 18 have left the Islands, and 21 have secured employment through their own efforts.

Thirty-one persons have been assisted with meals, ranging from 1 to 106 meals each.

#### COST OF MEALS

	Meals
August	105 尹 73.60
September	184 148.20
October	190 152.00
November	69 55.20
December	112 89.60
Total	₱516.60

### ADDITIONAL RELIEF

In addition the following expenditures were incurred for relief:

A lady whose husband died August 4, 1921, was found to be destitute. She desired to go to her sister in Winnemucca, Nevada. The Relief Committee gave her P100 as travelling expenses after transportation had been secured for her on the U. S. Army transport Sherman to San Francisco. The funeral expenses, amounting to P150, were also paid from the relief fund of the Chamber.

An American obtained employment outside of Manila through the aid of Mr. George Seaver. The sum of P140 was advanced him as a loan in order to enable him to make his last payment on an automobile which he ran for hire as sole support for his family; if he had not been able to pay that amount at the time he would have lost the machine and all previous payments. This loan was approved by the Board of Directors.

An ex soldier came from Tientsin, China. He had transportation on the U. S. A. transport Sherman for San Francisco. He lost all his money and asked the Chamber for a loan of ₱100 until he got to San Francisco. The money was advanced him on the guarantee of two enlisted men now stationed at Santa Lucia Barracks, and is due to be refunded on or before February 12, 1922.

At the last meeting of the Relief Committee it was voted to divide P100 among five Americans known to be suffering from leprosy. A collection box was placed in the Chamber's office for donations toward this amount. On December 27, the box was opened and found to contain P10.20. Ninety pesos more was taken from the relief fund and the money distributed the same day.

## SUMMARY OF EXPENDITURES

Meals supplied	₱516.60	
Paid for funeral of Amer-		
ican	150.00	
Travel expenses for wife	100.00	
Donated to lepers	100.00	₱866,60
Loan	140.00	
Loan	100.00	240.00
Salary	980.60	
Transportation expenses		
incurred	17.44	
For collection box	1.00	999.04
Total		₱2,105.64

A number of cases of destitute wives or widows and children of Americans were also brought to the attention of the Relief Committee.

These cases have either been brought to the attention of the various women's clubs or the American Guardian Association.

The situation of the unemployed appears to have improved slightly, as shown by fewer applications for relief during the last two months, and is likely to be further relieved by the Manila Electric Company, who intend to employ quite a number of Americans.

(Sgd.) A. SCHIPULL,

Agent.

# U. S. COMPILES COMMERCIAL LAWS

In preparation for its task of compiling a broad survey of the existing commercial laws in other countries, the Division of Commercial Law of the Department of Commerce intends to follow the plan of dealing with selected topics and covering the entire world, rather than presenting the different laws by countries. In order to secure a complete survey of foreign commercial laws with this topical treatment, it is only necessary to arrange the topics under several heads which together embrace the entire subject. This has been accomplished by arriving at the following subdivisions: General laws on the conduct of business; 2, agency laws; 3, sales contracts; 4, bankruptcy laws and practice; 5, bills of exchange; 6, commercial litigation, court procedure, etc.

A number of years ago a partial investigation of this character was undertaken by the Bureau

of Foreign and Domestic Commerce, and resulted in the publication of several monographs dealing with the laws of certain European countries. The present investigation goes far beyond the scope of these earlier reports, not only in the number of foreign countries embraced but also in the manner of approach. While the main plan of the inquiry has been laid out, there is still time to consider suggestions that may add to the usefulness of the investigation.

The point is emphasized that the Division of Commercial Law neither seeks to engage in legal practice nor to eliminate the lawyer. On the contrary, it is at the disposal of the lawyer by securing data which will enable him to serve his client more efficiently. The work of the division will be to give information on foreign commercial laws and to file data regarding them. It will advise as to the best course to pursue whenever a problem within the scope of its activities is submitted, its relation to the legal profession being entirely auxiliary, somewhat like that of a drug store or surgical depot to the medical profession.

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# Positions Wanted by Americans

The employment situation shows but little improvement since the last report, as the appended list indicates. Employers who may desire to engage the services of anyone listed are requested to apply to the Chamber, mention-ing the applicant's number in the want list. Fuller information can be given at the office of the Chamber.

Positions wanted by:

ACCOUNTANTS

30 yrs. old; married; ex officer Phil. (1) Scouts.

Married; licensed accountant; can read, write and speak fluently Spanish and French; is thoroughly familiar with income tax reports.

(3) 42 yrs. old; experienced in office management; organization, sales and credits.

Speaks and writes Spanish.

### OFFICE MEN

(4) 46 yrs. old; married; has good business training.

21 yrs. old; single; educated in Hongkong; speaks Tagalog and Canton Chinese dialect.

26 yrs. old; single; bank clerk.

41 yrs. old; registered pharmacist; speaks, reads, and writes Spanish.

35 yrs. old; clerk and accountant; has (8)worked 7 years in Federal accounting department at Panama.

46 yrs. old; married; previous occupation, clerk in Q. M. Corps; has had experience in accounting.
(10) 48 yrs. old; married; familiar with sales,

adjustments, claims, accounts, cor-respondence, files, etc. Is willing to go to provinces.

### (11) 24 yrs. old; single; late field clerk, U. S. Army; understands code and general office work.

59 yrs, old; married; willing to take clerical (12)

work or position as bodega man. 46 vrs. old; married; understands handling and buying copra; has worked as ship ping clerk, can handle payrolls and general office work.

(14) 41 yrs. old; married; shipping clerk.

SALESMEN 36 yrs. old; married.

26 yrs. old; married; speaks Russian. 37 yrs. old; married; has held position as (17)

sales manager. 40 yrs. old; single; is also familiar with Vet. work and understands care of live stock (18)

(19)41 yrs. old; single; is thoroughly familiar

with hat business. 41 yrs. old; married; is conversant with selling and advertising; speaks Spanish fairly well.

(21) 47 yrs. old; married; general merchant.

STENOGRAPHERS

(22) female; 27 yrs. old; single; collegiate education. Columbia University, New York: has acted as private secretary.
male; 40 yrs. old; married; stenographer

and general office man; automobile and tractor mechanic; willing to go to provinces.

(24) female; 28 yrs. old; single; has acted as secretary to sales manager.
 (25) female; 22 yrs. old; married; stenographer

and bookkeeper.

MECHANICAL ENGINEER

(26) 43 yrs. old; married; has also had experience as mining engineer; is willing to go to provinces.

CONSTRUCTING ENGINEER

(27) 41 yrs. old; married; steam, electrical and refrigerating engineer.

MARINE ENGINEER

(28) 48 yrs. old; single; has had 22 years' engineering experience in Islands; also mechanical engineering.

FORESTERS

(29) 42 yrs. old; married; has had 15 years' experience as lumberman and cruiser; can take charge of logging or milling operation; has taught surveying in University of the Philippines; is fairly familiar with mechanics

52 yrs. old; single; completed course in Forestry in Cornell University.

MECHANICS

53 yrs. old; married. 24 yrs. old; single.

29 yrs. old; single; gas and steam engineer.

38 yrs. old; married; auto mechanic.

(35)57 yrs. old; married; stationary engineer. (36)36 yrs. old; married; gas engine and auto

(37)

mechanic. 38 yrs. old; married; machinist. 42 yrs. old; married; colored; steam en-(38)gineer.

yrs. old; married; colored; auto mechanic.

45 yrs, old; married; operating engineer and mill foreman. (40)

CARPENTERS, CONSTRUCTION FOREMAN 45 yrs. old; married; colored.

(42) 45 yrs. old; married; carpenter and general construction foreman.

(43) 46 yrs. old; married; colored; general construction foreman; understands railroad and bridge work.

CONSTRUCTION SUPERINTENDENT 52 yrs. old; married; Capt. U. S. Army, retired; would like factory or outside work.

Plumbers

49 yrs. old; married; master plumber. 31 yrs. old; married; understands setting

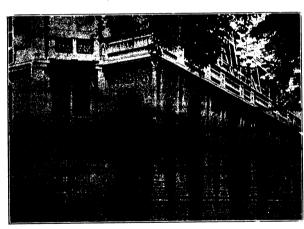
up machinery. PLANTATION AND RANCH MANAGERS

(47) Rancher and cattle man; has had also considerable experience in purchasing supplies, such as hardware, shipchandlery and steel products, and is thoroughly familiar with the accounting, store-

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keeping and disbursements in con-

nection with such goods.

(48) At present employed in Manila; is looking for a position as superintendent of a coconut plantation.

(49) 45 yrs. old; married; was farmer in U. S.

#### RADIO OPERATOR

(50) 23 yrs. old; single; served in U. S. Air Service as radio operator and instructor; previous to Army service was radio operator on S. S. "Lake Farringdale".

### WELL DRILLER

(51) 42 yrs. old; single; years of experience.

#### SADDLER

(52) 52 yrs. old; married; has worked for Military.

# COOK AND MESS STEWARD

64 yrs. old; married; has worked mostly for Military. (53)

### BODEGA MEN

- 46 yrs. old; married; worked last for Q. M. 50 yrs. old; married; has worked for local
- firm as salesman and purchasing agent.
  (56) 34 yrs. old; married; worked for 3 years at Cavite Naval Station.

# LABOR FOREMEN

- (58)
- (59)
- 52 yrs. old; married.
  43 yrs. old; married.
  44 yrs. old; married.
  42 yrs. old; married; can drive motor trucks; prefers to get work in connection (60) trucks; prefers to get work in connection
  with machinery; willing to start at low
  wages to show his ability.
  (61) 42 yrs. old; married; has been in Secret
  Service and has worked as investigator
- for private firms.
- (62) 36 yrs. old; married; is willing to take any kind of work anywhere in the Islands.
  (63) 48 yrs. old; married; has had experience
- as logger. 42 yrs. old; married; has worked as ship-
- (64)ping man in machinery bodega.
- yrs. old; married; colored.
- 42 yrs. old; married; colored.
- (67) (68)
- 43 yrs. old; widower.
  52 yrs. old; married.
  38 yrs. old; married; can do blacksmithing. (69)
- (70) 54 yrs. old; married; prefers work as bodega man.

(71) 51 yrs. old; married; colored.

In addition to the above, a number of retired soldiers have registered in the hope of being able to get a chance to earn some extra money. Their qualifications run from labor foreman to storekeeper.

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# Activities of the Chamber's Special Sections

### NEWSPAPERMEN'S SECTION

At the call of the editor of the American Chamber of Commerce Journal, a preliminary meeting was held at the American Chamber of meeting was held at the American Chamber of Commerce, in the office of the editor, on January 6, and a Newspapermen's Section organized, subject to the approval of the Board of Directors. Those present were H. L. Heath, Norbert Lyons, C. Russell Zeininger, W. N. Bartholomew, Joseph Boomer, A. van H. Hartendorp, E. L. Powell, North W. Jenkins, Clayton Young Walter Robb, and Walter Wilgus. Mr. Lyons outlined the purposes and uses of a Newspapermen's Section and introduced the resolution organize, which was unanimously passed. Mr. Zeininger was then unanimously passed.
Mr. Zeininger was then unanimously elected chairman of the Section.

After a discussion it was decided to hold meetings every second Monday, at 4 p. m.

The first regular meeting of the Newspaper The first regular meeting of the Newspapermen's Section took place on Monday, January 9. Those present were C. Russell Zeininger, chairman; Walter Robb, North W. Jenkins, J. A. Hackett, Norbert Lyons, Walter Wilgus, A. van H. Hartendorp, E. L. Powell, Clayton Young, and W. N. Bartholomew. H. I. Mozingo, secretary of the Chamber, acted as secretary of the meeting. of the meeting.

The chairman read a letter from V. H. Mc-Clatchy, publisher of the Sacramento, Cal., Bee, in regard to the expiration of the contract with the Navy Department for the use of the Naval Radio for transmission of press messages at special rates which will expire on July 1, 1922. As the Section was in favor of the contract being renewed, Mr. Zeininger was asked to draft a resolution for submission to the Board of Directors. This resolution, which was approved by the Directors at their next meeting, reads as follows:

WHEREAS, it has been brought to the attention of the American Chamber of Commerce that the Act of the Congress of the United States authorizing the Navy Department to accept press messages by wireless for the Orient at reduced rates will cease of effectiveness on July 22, 1922; and WHEREAS, experience has demonstrated that the interests of the United States and of Americans engaged in business in the Orient require that cheap facilities be afforded the press for acquisition of American news; and WHEREAS, it appears that the local papers would

lacilities be anoted the press for acquisition of Memerican news; and Whereans, it appears that the local papers would be unable to support such a service were the present low rates discontinued; Now, Therefore, Be It RESOLVED that the American Chamber of Commerce of the Philippine Islands do request and hereby does request the Congress of the United States of America to continue in force the present authority granted the Navy for acceptance and transmission of press messages at special rates; and Be It FURTHER RESOLVED that this petition be submitted through the Governor General of the Philippine Islands and the Secretary of War, with a request that they use their influence to impress upon the Congress the vital need for a continuance of the existing service.

Mr. Jenkins told of the plans of the Carnival Association for a press convention during the present Carnival.

The Secretary was requested to invite the President of the Chamber to future meetings of the Sections.

The second meeting of the Newspapermen's Section took place on Monday, January 23, there being present C. Russell Zeininger, chairman; H. L. Heath, E. L. Powell, Walter Wilgus, Clayton Young, Walter Robb, A. van H. Hartendorp, North W. Jenkins, W. N. Bartholomew, and Norbert Lyons.

Copy of a letter from the Governor-General to the Secretary of War recommending the extension of the press wireless service, as advocated in the resolution passed by the Newspapermen's Section and approved by the Board of Directors,

Various matters of public interest and importance were brought up and discussed, the meeting adjourning at 6 p. m.

### THE BUILDERS' SECTION

Several informal gatherings of this Section took place during the month, the only formal meeting being that of January 23, when the following members were present: W. M. Butts, John Gordon, A. G. Hillberg, G. H. Hayward, and F. E. Hedrick.

The only subject of discussion was the follow. ing proposed city ordinance regarding the construction of reinforced concrete buildings, inspec. tors, etc.:

struction of reinforced concrete buildings, inspectors, etc.:

Every reinforced concrete building shall be erected under the direction and supervision of a duly certified Civil Engineer or Architect who shall be responsible for the stability of the construction. The Construction of the

After considerable discussion, the following was drafted as being best suitable for the conditions prevailing in Manila:

Every concrete structure shall be designed by aud erected under the direction and supervision of a certified architect or civil engineer who shall be responsible for the stability and security of the

responsible for the stability and security of the structure.

He shall keep a job book at the work, where all notations made by the City Engineer or his representatives will be entered. This job book will have to be forwarded to the City Engineer's office for file upon completion of the work, as no Final Certificate will be issued without this requisite. Every such architect or engineer who shall full refuse or neglect to immediately stop the construction of any such reinforced concrete work which fails to comply with the requirements of this ordinance or approved plans and specifications and immediately report any violations to his employer and to the City Engineer's office, shall be deemed guilty of misdemeanor, and upon conviction thered shall be punished, even to the extent of losing his license.



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MANILA 1922 CARNIVAL

# U. S. JAPANESE AGREEMENT ON YAP

The text of the agreement between the United States and Japan as regards the mandated islands of the north Pacific, and Yap in particular, as given out by the State Department on December 12, is herewith reproduced as having a particular interest for local readers of this Journal:

"1—It is agreed that the United States shall have free access to the Island of Yap on the footing of entire equality with Japan or any other nation, in all that relates to the landing and operation of the existing Yap-Guam cable or of any cable which may hereafter be laid by the United States or its nationals.

"2—It is also agreed that the United States and its nationals are to be accorded the same rights and privileges with respect to radio telegraphic service as with regard to cables. It is provided that so long as the Japanese Government shall maintain on the Island of Yap an adequate radio telegraphic station, co-operating effectively with the cables and with other radio stations on ships and shore, without discriminatory exactions or preferences, the exercise of the right to establish radio telegraphic stations at Yap by the United States or its nationals shall be suspended.

"3—It is further agreed that the United States shall enjoy in the Island of Yap the following rights, privileges and exemptions in relation to electrical communications:

"(a) Rights of residence without restriction and rights of acquisition and enjoyment and undisturbed possession, upon a footing of entire equality with Japan or any other nation or their respective nations of all property and interests, both personal and real, including lands, buildings, residences, offices, works and appurtenances.

"(b) No permit or license to be required for the enjoyment of any of these rights and privileges.

"(c) Each country to be free to operate both ends of its cables either directly or through its nationals, including corporations or associations.

"(d) No cable censorship or supervision of operation or messages.

"(e) Free entry and exit for persons and property.

"(f) No taxes, port, harbor or landing charges or exactions, either with respect to operation of cables or to property, persons or vessels.

"(g) No discriminatory police regulations.

"4—Japan agrees that it will use its power of expropriation to secure to the United States needed property and facilities for the purpose of electrical communication in the island, if such property or facilities cannot otherwise be obtained. It is understood that the location and area of land to be so expropriated shall be arranged each time between the two Governments, according to the requirements of each case. American property and facilities for the purpose of electrical communication in the island are to be exempt from the process of expropriation.

### As to Mandated Islands

"5—The United States consents to the administration by Japan of the mandated islands in the Pacific Ocean north of the equator subject to the above provisions with respect to the island

of Yap, and also subject to the following conditions:

"(a) The United States is to have the benefit of the engagements of Japan set forth in the mandate, particularly those as follows:

#### ARTICLE III

"The mandatory shall see that the slave trade is prohibited and that no forced labor is permitted, except for essential public work and services, and then only for adequate remuneration.

"The mandatory shall also see that the traffic in arms and ammunition is controlled in accordance with principles analogous to those laid down in the convention relating to the control of the arms traffic, signed on Sept. 10, 1919, or in any convention amending same.

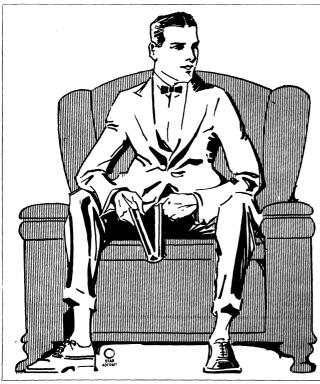
"The supply of intoxicating spirits and beverages to the natives shall be prohibited.

### ARTICLE IV

"The military training of the natives, otherwise than for the purposes of internal police and the local defense of the territory, shall be prohibited.

"Furthermore, no military or naval bases shall be established or fortifications erected in the territory.

"(b) With respect to missionaries, it is agreed that Japan shall insure complete freedom of conscience and the free exercise of all forms of worship, which are consonant with public order and morality, and that missionaries of all such religions shall be free to enter the territory, and to travel and reside therein, to acquire and



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possess property, to erect religious buildings, and to open schools throughout the territory. Japan shall, however, have the right to exercise such control as may be necessary for the maintenance of public order and good government. and to take all measures required for such con-

"(e) Japan agrees that vested American property rights will be maintained and respected.

"(d) It is agreed that the treaties between

the United States and Japan now in force, shall apply to the mandated islands.

"(e) It is agreed that any modifications in the mandate are to be subject to the consent of the United States, and, further, that Japan will address to the United States a duplicate report on the administration of the mandate.

"A formal convention embodying these provisions will be drawn up for signature and will be subject to ratification by the Senate."

planted, are giving satisfactory returns for home and market consumption.

Rice and sugar cane are ripe and in most towns harvesting is being done. About 35,000 kilos of fruits were picked and sold during December.

Sixteen farmers have devoted a part of their time to the selection of seeds, while a great many have been instructed on the modern methods of farming by the agricultural inspectors. The planting of various crops as well as fruit trees is going on satisfactorily and 533 fruit trees were planted during the last quarter.

On account of the scarcity of farm hands to harvest the crops on time the rice and sugar cane farmers feel the necessity of obtaining laborers from other places.

RIZAL.-Within the last quarter, 200 laborers were placed on farms and homesteads with a daily wage of from P1.00 to P1.20.

About 500 hectares of land are being watered by the two newly established irrigation dams in the province. Rice is the main crop to be planted.

Several meetings on seed selection, food campaign and home gardening were held during the month with good attendance.

SAMAR.—The most important fruit trees planted during the last quarter of 1921 were coconuts, bananas, citrus, coffee, cacao, lanzon,

One temporary irrigation dam was established by the farmers.

The agricultural fieldmen are cooperating with the farmers in extending the area cultivated to various crops and within the last quarter 60 persons were helped obtain homesteads and 250 laborers placed and employed in farms and homesteads.

Six cavans of rice were selected by 20 farmers during the month and many of them interested themselves on the conferences held by the agricultural inspectors.

# Provincial Crop Reports for December

(Bureau of Agriculture)

ABRA.-Five hundred sixty-seven fruit tree seedlings were distributed gratis to the farmers of the province during December. There were 676 set out during the last quarter.

Five cavans of rice, 50 coconuts, 5 liters of vegetables and 3 liters of citrus were selected for future planting. Many farmers are interested in the work and 200 are in actual practice.

CAMARINES NORTE.—Camarines Norte, once only a hemp province, has set out big areas to Some two thousand hectares were other crops. converted into rice fields, and 1,381 fruit trees planted during the last quarter of the year.

To improve poultry raising 10 poultry clubs were established in the province. conferences with farmers are being held by the agricultural inspectors.

LEYTE.-In most of the towns the planting of upland palay is about over. The crop looks good, being properly cared for. The area planted to rice, corn and sugar cane are as follows: 400, 120 and 20 hectares respectively.

Twelve cavans of rice and 2 of corn have been selected, 15 farmers doing the work. Instructive conferences have been given and more than 200

attended. The meeting concerning hog and poultry raising proved a success as many farmers and school pupils are interested in this

During the last quarter of 1921, 14,452 trees were planted and 389 inspected and pruned.

MISAMIS.—This province is one among those where the value of seed selection is well understood by the farmers. Through the help of the agricultural fieldmen the farmers of the province are doing well with the work. During December, 104 farmers were helped select 49 cavans of rice and 1,650 ears of corn.

Some 797 fruit trees were planted and 25 pruned during the last quarter of the year.

Many agricultural societies are being established to promote the planting of food crops and to increase the members of farmers' and poultry clubs. Instructive meetings and lectures are being carried on successfully through the cooperation of these clubs.

PAMPANGA.—Three thousand eight hundred vegetable seedlings were distributed to the farmers of the province during the month. The home gardens, a large number of which are

# MODERN WAYS vs. ANCIENT METHODS



HE contrast between old and new business methods is very marked in every phase of mercantile activity but is particularly noticeable in the matter of accounting and the preservation of business records.

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# World Paper Currency and Gold Reserve 1914 to 1921

By O. P. AUSTIN

Statistician, The National City Bank of New York

# CURRENCY NOTES AND GOLD RESERVE IN 36 PRINCIPAL COUNTRIES OF THE WORLD IN 1914, 1918, 1919, AND 1921

(IN MILLIONS OF DOLLARS U. S. CURRENCY)

1010

	19	014	1	918	1919		1921	
ĺ	Gold	Notes	Gold	Notes	Gold	Notes	Gold	Notes
Argentina	\$235	\$248	\$379	<b>\$</b> 494	\$394	<b>\$</b> 513	<b>\$45</b> 3	<b>\$</b> 578
Australia	29	48	85	255	86	260	a 112	a 277
Atrio )				7.006		10.000	(1	19,100
Hungary b	254	464	53	7,206	52	10,099	11	4,500
	53	180			51	909	52	1,180
Belgium	c 125	175	38	560	44	582	24	a 554
Brazil	27	32	12	342	9	476	7	615
Bulgaria	155	210	201	468	203	534	190	447
Canada	$i^{133}$	i	18	42	37	75	42	60
Chile	ž	i	9		5	10	25	16
Colombia					i	a 2,090	280	2,260
Czo-Slovakia	20	42	51	115	52	130	61	129
Denmark	5	2	4	6	5	10	e 5	e 10
Ecuador	8	13	16	198	17	301	16	150
Egypt	7	24	8	213	8	205	8	272
Finland		1,301	665	5,951	710	7,286	690	7,160
France $f$	806	692	621	4,127	266	7,561	-260	24,300
Germany g	298		277	221	347	266	268	362
Greece c	47	39	156		157		161	4,110
Italy h	167	521		2,721		3,628	540	511
Japan	106	159	330	401	389	532		
Jugo-Slavia		106	202	420	256	420	15	880 408
Netherlands	. 66	126	282	.439	256	.420	241	
Mexico	i	335	56	i	63	i	87	i 20
New Zealand	30	10	40	30	39	36	40	39
Norway	14	. 33	33	110	40	115	39	101
Peru	20	i	28	34	32	25	a 30	a 34
Poland					2	1,620	5	36,414
Portugal	6	83	9	265	10	400	9	667
Rumania	43	147	d 34	457	35	721	81	2,384
Russia i	777	795	628	8,936	i	8,936	i	8,936
Spain	106	378	434	627	471	749	487	837
Sweden	28	60	75	211	81	194	75	166
Switzerland	35	52	74	185	92	183	104	180
United Kingdom	195	140	521	2,049	594	2,132	764	2,115
United States	1.023	1,056	2,199	3,643	2,107	4,051	2,944	3,637
Uruguay	15	8	42	44	51	55	57	56
oruguay								
Total of 36 countries named	4,682	7,553	7,380	40,350	6,759	55,104	8,184	123,445
Ratio of gold notes	-,	63.3	,	18.4	,	14.7	,	6.7
Natio of Kold Hotes								

a 1920; b Figures of Austro-Hungarian Bank prior to 1920; figures for 1921 represent the Austrian Bank and the Hungarian Bank respectively, organized in 1920; c Includes holdings abroad not separately stated; d Exclusive of gold holdings abroad; e 1919; f 1914 includes gold held abroad; in subsequent years exclusive of gold held abroad; g Includes Darlehnskassenschein notes; h Includes bank and state issues; i No data; j No official data on Russian currency subsequent to October 1917. Bolshevik currency is stated in Associated Press dispatches from Moscow on October 30, 1921, at 5,750,000,000,000 rubles.

The world flood of paper currency shows signs of abatement. While it is true that the third peace year has witnessed extremely large additional peace and the statement of the s tions to the paper currency of a limited number of countries and that the face value of world paper as a whole is thus much greater than in 1920, it is also true that a large proportion of the countries of the world have made no increases in their paper currency in the last year and that in at least a dozen principal countries a reduction in the amount outstanding is apparent as compared with conditions one year ago. To what extent the reduction in prices and the slowing down of business activities, with the consequent reduction in demand for curtency are responsible for this check in world inflation can scarcely be determined, but it is at least true that the paper currency of a dozen leading countries stands at a smaller total today than a year ago. And in most of those countries the gold reserves shows a greater or less increase in the same period. This "honor roll" of the countries which have actually decreased their paper currency in the third peace year includes the United States, Great Britain, France, Italy, Switzerland, Netherlands, the Scandinavian nations, Egypt and Canada, their total of paper currency having been reduced about \$2,000,000,000 at its face value in the last twelve months, while their total gold the last twelve months, while their total gold reserve has increased about \$1,000,000,000 in the same period.

Whether this increase in the gold reserve in the countries which have reduced their outstanding paper currency is due in any considerable degree to the disposition of gold to emerge from its "hiding" during the war, cannot be determined, but it is a fact that the aggregate gold reserve of the 36 principal countries of the world for which figures are presented in the accompanying tabulation shows in 1921 an increase of about 20 per cent over the 1919 aggregate for the same countries, and 12 per cent above the 1920 total.

While, as above indicated, many of the countries of the world have shown a disposition in the last year to reduce their paper currency, the large increases occurring in a few countries where conditions are still distinctly abnormal, notably, Poland, Germany, Austria, Hungary and Rumania, have more than offset Hungary and Rumania, have more than offset the reduction which has occurred in the dozen other countries already enumerated, and the face or par value of the outstanding paper currency of the world now stands at \$123,-000,000,000 as against \$82,000,000,000 in 1920, \$55,000,000,000 in 1919, \$40,000,000 in 1918, and \$7,500,000,000 in 1914, And while the quantity of gold reserve visible in 1921 is 8½ billion dollars as against 7½ billions in 1920, the ratio of total gold to total paper is, in 1921, lower than at any earlier year, standing in the aggregate of the 36 countries named at 7 per cent of gold to paper against 15 per cent in 1919, 18 per cent at the close of the war, and 63 per cent at its beginning. In the tabulation which follows all currencies have been reduced to U. S. dollars at their par or normal values

### BRINGING THE CASH REGISTER TO THE BANKER

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Many years were spent in developing, testing and experimenting with this type of register in actual bank work. Officers and employees of banks who co-operated in the development, suggested desirable features which have been incorporated in the completed register.

This banking register makes three separate, printed, unchangeable records each time it is operated. These consist of the entry on the pass book, ledger card, and teller sheet. Deposits, withdrawals, interest entries, old and new balances, account numbers, and tellers' initials are printed on the teller sheet, and the same record, or such part of it as is necessary will appear on the pass book and ledger card. The appear on the pass book and ledger card. new balance is mechanically extended and printed in the proper column of the three records. The banking register has a maximum of twenty separate table. of twenty separate totals. This makes it possible to have totals of deposits, withdrawals, old balances, interest, new accounts, Liberty bonds, or special deposits, and one or more tellers.

Each teller is provided with a key so that he can look up the total of his work without affecting other records. The register shows also how many transactions of each kind are handled and how many each teller is responsible for. The teller sheet is arranged to print visibly under glass so that several transactions including the last are in view. A total of the work is ready instantly at any time during the day or at the close of the day. The teller is ready to balance this cash as soon as the last customer has left the window. The depositor receives an un-changeable, printed receipt in his pass book. This makes a neater, more legible record and avoids disputes over poor figures. The work of bookkeeping is reduced to a minimum and the customer's record is always the same as the bank's. Simplicity of operation, speed, and quiet motor are added refinements.

### NEW ASSOCIATE MEMBERS

The following new Associate members have been elected since the last list was published in the January number:

William H. Gohn, Santa Cruz, Davao. H. O. Bauman, Muñoz, Nueva Ecija.

James K. Foreman, Dumaguete, Oriental

C. D. Evans, Armour & Company, Manila. Oswald G. Taylor, Aparri, Cagayan.

Peter Johnson, Gattaran, Cagayan.

J. F. Boomer, 39 Escolta, Manila. Abram v. H. Hartendorp, Manila Times, Manila.

Walter Wilgus, University of the Philippines, Manila.

Clayton J. Young, Manila Times, Manila. R. A. Duckworth-Ford, Smith, Bell & Com-

pany, Manila. Thomas I. Weeks, Calapan, Mindoro. Shiras M. Jones, Macleod & Company, Manila. Harold H. Keys, Elks Club, Manila.

### LLOYDS' SHIPPING REPORT

A big slump in orders for new tonnage is noted in the annual report of Lloyds' Register of Shipping, just issued. Another feature of the report is the large percentage increase in new oil-burning ships and conversions of coal fuel vessels for use of oil.

The number and tonnage of ships built in the twelve months ended June 30, 1921, shows 26 per cent decline. In 1919-20 there were 911 vessels of 3,215,130 tons compared with the previous year's record total of 4,250,000 gross tons surveyed and classed by Lloyds Surveyors' Committee. Of these 911 ships 841 were built in the following countries: United States, 240 of 1,219,270 gross tonnage; United Kingdom, 439 of 1,165,590; Japan, 70 of 356,180; Holland, 47 of 162,289; British Dominions, 45 of 159,000.

In ownership of tonnage as well as in tonnage built, America heads the list, although Britain owns a greater number of vessels, the figures being as follows: United States, 223 vessels of 1,160,370 gross tonnage; United Kingdom, 309 of 673,698; Japan, 62 or 312,890; British Dominions, 47 of 162,289; Holland, 37 of 137,623.

Ten vessels of over 10,000 tons each were classed in the past year against only one such vessel in the year before. Uncompleted tonnage at the end of June totalled 4,235,511 tons gross, but this includes about 704,000 tons on which work was suspended from one cause or another, so that the tonnage actually under construction was only about 3,531,000 tons gross.

This total is illusory as a criterion of building activity in the near future, for there is a great falling off in new orders. Plans for new vessels passed by the society in the last twelve months indicate a slump in orders without precedent in the history of the society.

A total of 353 ships, representing 1,867,115 gross tons, or 58 per cent of the total tonnage of new vessels classed in the year under review, were fitted for burning oil fuel, but many older ships are being converted from coal to oil burnings. There are now vessels totaling 2,796,635 gross tonnage using oil, compared with vessels of 1,310,209 gross tonnage in 1914. If all these ships now using oil were using coal they would consume about 20,000,000 tons yearly, or 8.7 per cent of the United Kingdom's total output in 1920.

Vessels built to class during the last year and fitted with oil engines numbered thirty-four, of 101,608 tons. Of all steamers built to class during the year under review, those propelled by oil fuel exceeded in total tonnage for the first time those fitted with boilers for use of coal only. Except three steamers totaling 8,581 tons, all vessels built to class in the United States during the same period were fitted for burning oil.

# POPULATION OF AUSTRALIA

The population of the Commonwealth at March 31, 1921, as determined by the recent census, is 5,435,993, an increase of almost a million over the figures for 1911. The increase due to excess of births over deaths amounted to 780,100, and by net immigration 201,532.

The distribution of the population throughout the various States is as follows:

New South Wales	2,099,458
Victoria	1,531,413
Queensland	
South Australia	
Western Australia	332,160
Tasmania	
Northern Territory	3,874
	2,572

## WOULD PAY FOR SUGAR LOSSES

Washington, Dec. 15.—The Senate to-day adopted a joint resolution providing for reimbursement of certain corporations for losses sustained by them in the purchase of Argentine sugar under Government orders during the sugar shortage last year. The measure now goes to the House.

By the provisions of the resolution the President would be authorized to direct the Sugar Equalization Board to take over and adjust the entire contract by which the American Trading Company purchased approximately 14,000 tons of Argentine sugar late in May last year. The purchase of the sugar, which was by the authority of the Department of Justice, was made shortly before the break in sugar prices in the summer of 1920. Before the sugar reached this country, the market had dropped so that according to statements of Senators in the debate, the loss was approximately \$1,800,000

Should the House act favorably on the resolution the Sugar Equalization Board may then assume entire control of the transaction and make good to the trading company losses it may have sustained.

Senator Walsh, Democrat, Montana, declared in the debate to-day that adoption of the resolution would open the way for many other corporations to come before Congress for relief from losses sustained by them in wartime or post-war deals with which the Government was concerned.

### REPRESENT PROTECTOGRAPH

Inhelder, Walch Co., Ltd., at 39 Escola (upstairs), have recently been appointed local selling agents for the Todd Protectograph and Pro-Tod Forgery Proof Checks. The Todd people are pioneers in the manufacture of check protectors and their product is well known to the American business man. The company now issues an insurance policy with the General Indemnity Corporation of America on every Protectograph sold to the consumer.

The Danish Ministry of Agriculture has removed the restriction upon the importation of sugar, effective November 1, 1921. The decree also removes government control of prices.

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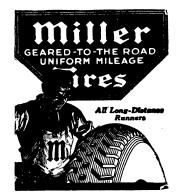


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## COMMERCIAL NOTES

(Continued from page 29)

Figures compiled by the German Sugar Manufacturers' Association indicate the sugar production for 1921 as 1,268,000 tons, against 1,099,000 tons in 1920.

A Japanese consortium offered the Vladivostock government about two million yen annually for the exclusive right of the sale of tobacco.

The Ford Motor Company plans to start a factory in Germany to manufacture automobiles for German, Russian, and other Eastern European fields, according to the *Detroit* correspondent of the Dow-Jones Financial News Agency.

A new railway truck company with a capital of -Y-1,000,000 under the name of the Tovo Sharvo Kaisha has been started in the outskirts of Kokura, Fukuoka-ken, by the Edamitsu Ironworks, Yawata, Fukuoka-ken, Japan. Busi-ness operations will commence in April or May.

In 1920 the number of sheep in New Zealand declined by nearly 2,000,000, and since then a further decline of more than 680,000 has taken place. It is stated that the totals at the present time are lower than those for any period since 1919, and are 3,300,000 below the totals of 1918.

A large cement plant is to be built near the historic Lunghua Pagoda near Shanghai. The nistoric Lunginua ragoda near Sianginai. Inesite has been purchased by Dr. Liu Oong-seng, a merchant. Machinery has been ordered from abroad, and an application for registration has been made to the Ministry of Agriculture and Commerce in Peking.

The French Committee for Aeronautic Propaganda has decided to offer a prize of one million francs for the best motor constructed before June 1, 1923. Foreign constructors are eligible for the prize but must agree to build the motors in France. The Aero Club de France will have

The Korean government has decided to secure a monopoly in foreign tobacco by buying out private importing interests. It already has the domestic tobacco monopoly,

Manila hemp is gradually taking the place of mulberry in Japan in the manufacture of Japanese style paper. Manila hemp paper is said to be not far behind mulberry paper in quality and about 40 per cent cheaper. The lower grades of hemp are used. grades of hemp are used.

Although not a sufficient number of assents has been received for the British Rubber Growers' Association's scheme for the restriction of output, to make it compulsory upon all members, the Council of the Association expressed the opinion that the great majority of plantation owners will restrict their ouput.

While conditions have favored the navel orange crop in northern and central California, the total output will not be greater than that of the last crop because of the smaller size of the fruit. Navels in southern California are reported as doing nicely.

The new Kobe stock exchange building, one of the largest of its kind in the Orient, was opened in January. The building cost \$\mathbb{T}\_1,000,000\$. Business is conducted on an elevated platform in the center, with all licensed brokers around it.

The Greek regulations requiring certificates of origin for goods entitled to conventional rates of duty have recently been modified. All goods shipped to Greece, whether entitled to conven-tional rates of duty or not, must now be accom-panied by a certificate of origin, certified by a chamber of commerce or Greek consular official.

In November's foreign commerce of Japan exports registered a gain, but this was exceeded by ven the increase of inports. The balance of the year was magnified by more than 30,000,000 yen, having crossed the level of 345,000,000 yen, Although raw silk registered a gain cotton goods and sundry manufactures continued their decline. A feature especially to be noted in the month's trade is a heavy decline in the import of gold.

U. S. Commercial Attaché Feely of Buenos Aires reports that outside capital is needed to develop the palm and coconut oil industry in Paraguay and that there is apparently a good opportunity for an American company to install a factory and control the trade. The government, he says, is favorably inclined toward capital, and labor is plentiful and cheap.

A large factory for the production of chemical products has just been constructed at Haiphong, French Indo-China, by the Société Industrielle

de Chimie d'Extrême Orient. The works con an area of 23 hectares, with 600 meters of whan on the river. The first products to be man factured will be caustic soda chlorine, oxyg and chloride of lime. Later sulphuric accarbide of calcium and artificial manures w be produced.

Figures just issued by the Japanese Censel Board give the Japanese per capita national wealth in 1919 as 1,530 yen, as against \$15 year in 1917, 606 yen in 1913, 580 yen in 1910 and 514 yen in 1905.

The Italian government signed a preliminan commercial treaty with the representative the Rusian Soviet government in Rome December 26.

The Board of Directors of the New York Merchants Association recently decided to request the Secretary of State to abolish pass ports wherever possible.

Thirty thousand Cubans paraded in Havana on December 18 in opposition to the Fordner

Consul James P. Davis reports that German goods are being circulated at Bangkok. Prices quoted on machinery, boilers, textiles, platel jewelry, watches, etc., are said to be 40 and 50 per cent under the best American or British quotations.

The U. S. Department of Agriculture's final estimate of the cotton crop is approximately 9,000,000 bales, or about 4,000,000 bales under the last crop. This crop is the smallest since 1896-97.

The Brazilian Department of Agriculture estimates an increase of 14 per cent in that country's sugar production for the 1921-22 season over the 1920-21 crop. The expected yield is 612,899 metric tons.

Porto Rico's 1921-22 sugar crop is estimated at 446,000 ordinary tons by the secretary of the Porto Rico Sugar Producers' Association. Cane cutting commenced on December 14.

Rich copper deposits have been discovered near Taninj, in the southern part of the island of Timor, and have led to extensive exploring and developing work by the Dutch government. Extremely rich tin deposits are reported to have been discovered in the neighboring district.



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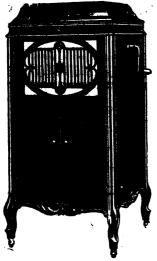
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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine-American Chamber of Commerce and the Manila Chamber of

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# Prominent Americans in the Philippine Islands



SAMUEL F. GACHES

Samuel F. Gaches, one of the newly-elected Directors of the American Chamber of Commerce, was born at La Conner, Wash., in September, 1878. He graduated from Stanford University, California, in 1899, with the degree of A B.

of A.B.

In 1900 he came to the Philippines in the postal service, being promoted to superintendent of the money order department in 1901. Three years later he left the Post Office to become Chief Agent of the Bureau of Internal Revenue, continuing in that capacity until 1910, when he resigned to join the H. E. Heacock Company as treasurer. He is now president and general manager of that prominent jewelry and optical firm. Mr. Gaches has various other business interests, being president of Denniston's and Alkan and Company, the well-known Escolta firms, and vice-president of the Philippine-American Drug Company. He is also a director of a number of other companies. He is interested in agriculture, being president of the Lacaron Plantation Company, one of the few plantations of the Davao Gulf still prospering under American management.

Besides being an Active member and Director of the American Chamber of Commerce, also a member of the Chamber's Executive Committee, Mr. Gaches belongs to the Rotary, Elks, Army and Navy, Polo, Golf, and Spanish clubs.

### JOHN B. ARMSTRONG

One of the best known of Manila's younger business men is John B. Armstrong, Manila agent of the Admiral line. Mr. Armstrong is a Washington state product, having been born in Ellensburg, Washington, in 1895. After graduating from the Tacoma public schools in 1913, he went to work for the Tacoma office of Dodwell and Company, a large and widely-known English firm. In 1915 he was transferred to the Seattle office of the same concern. He resigned in April, 1917, to accept a commission as junior lieutenant in the Naval Reserve.



During his service with the Navy, Mr. Armstrong served as watch officer on the cruiser Saratoga until September, 1917, when he was assigned as executive officer on the Venetian, a converted yacht used as a convoy, serving in Mediterranean waters until January, 1919. He returned to San Francisco in April, 1919, and resigned from the Navy in June of that year to join the Oriental staff of the Admiral line. He came to Manila in September, 1919, as assistant agent and in July, 1920, was transferred to Yokohama as agent. In November, 1920, he was ordered back to Manila to assume charge of the Manila office.

Mr. Armstrong is a member of the Elks, Golf, Polo, and Columbia clubs. He is an Active member of the American Chamber of Commerce.



SIMON FELDSTEIN

Simon Feldstein, one of the new directors of the American Chamber of Commerce, is a veteran soldier who has risen from the military ranks to leadership in the business army. He has just turned the half century mark and is a partner in the well-known and long-established firm of Erlanger and Galinger.

Mr. Feldstein came to the Philippines in 1898 with the 26th U. S. Volunteers, of which organization he was Regimental Sergeant Major. On being mustered out he took charge of the Signal Corps property office at Fort Santiago and when the Philippine Constabulary was organized in 1901, he was made Quartermaster of that organization. He held that post only a few months, entering business life as bookkeeper for the American Hardware and Plumbing Company. He was rapidly promoted to outside salesman, inside salesman, alses manager, assistant manager and, finally, to manager, which position he occupied in 1916, when in December of that year he acquired an interest in the firm of Erlanger and Galinger.

Mr. Feldstein is a member of the Publications Committee of the Chamber and has recently been appointed a Committee of One to investigate and report on the arbitration plan that has recently been placed before the Board of Directors.

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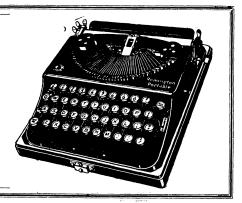
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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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# FACTS THAT FIT



# ARE WE DOWN-HEARTED?

Buffalo, N. Y., Live Wire

"Are Americans 'Quitters' in Foreign Trade?" is the title of a new publication by the Chamber of Commerce of the United States in Argentina, which gives evidence throughout its sixteen payers of a tendency on the part of American exporters to neglect Latin-American countries on account of present business conditions, and to withdraw their salesmen and in some cases close their branches and agencies in the Southern Continent.

It is true that a number of American concerts have withdrawn from the South American field and from Porto Rico and Cuba due to the abnormal exchange, the moratorium in Cuba, and the lack of buying power in the various Latin-American countries. While this has been necessary in a number of cases, in others, it is claimed, American efforts should have been continued.

German and other European competition is getting stronger each month in South America, and the United States, which had developed the trade during the war and the year following, will now have to meet keen competition and fight for her markets.

While trade is not now remunerative in all cases in these countries, it will become so eventually, and it is generally agreed that it is important that American goods must be kept constantly in the minds of importers and the general public if America is to keep the lead it held during the war in foreign trade.

held during the war in foreign trade. Re-entering the market later on after a cessation of efforts for a period of a year or more may be more costly than to maintain offices and

salesmen there at the present time.

The requirements and resources of individual firms must be a controlling factor in reaching a decision as to South American policy, but speaking generally it is important that there be continuous activity in the development of South America for American goods.

# CHAMBERS OF COMMERCE

By HERBERT HOOVER
U. S. Secretary of Commerce

Anyone who has watched the development of our cities during recent years must be impressed by the effective and constructive service rendered by their Chambers of Commerce. These organizations have not only promoted the business interests of their communities but have justified our confidence in American business men by the increasing breadth of vision and public spirit which make them see all the community's problems as their own, to the solution of which they willingly contribute time, effor and their practical point of view. But this is only part of their service. By uniting their strength through the Chamber of Commerce of the United States they are rendered their local communities. The National Government needs and appreciates the aid, counsel and advice which American business as a whole can give. The action taken by Chief Justice Taft during his torm as President, which led to the formation of the National Chamber of Commerce, has been abuntlantly justified by experience.

An international fair will be held at Zagreb, Jugos-livia, during April of this year. Zagreb is the chief cultural and economic center of the new Jugo-Slav State as well as an important railroad center connecting the Balkans with the rest of Europe.

### IMPROVEMENT

By E. H. GARY,

Chairman of the United States Steel Corporation.

Readjustments and reconstructions are not complete. Difficulties still embarrass and industrial disturbances threaten. Extravagance and indolence are prevalent. Crime and misdemeanors are common. Profiteering still exists. There is urgent need for more work, economy and saving. Stricter observance and enforcement of law are demanded.

Even though the present period is somewhat critical, it is certain the opportunity for established peace, progress and prosperity is better than ever before. The signs which are apparent indicate that conditions, industrial, commercial, financial, social and political, are improving and will be more satisfactory during the present year than they were during 1921.

## DOLLAR DIPLOMACY

EDITORIAL, New York Times

Unfortunately, in some of these Latin-American States foreign investments, though indispensable to their growth, are precarious because of the laws, because of political conditions or prejudices, because of a natural, if sometimes excessive and manipulated, suspicion of foreigners, because of official financial or economic short-sightedness. Of course, the great A B C republics are on the same plane with the United States. Their governments are settled. Their laws are enlightened. Their understanding of financial and economic matters is thorough. In some of their sister republics the governments discourage the sorely needed inflow of capital by unwise laws. Thus official Venezuela and Colombia, so rich in oil, seem to be interested, so far as their laws go, not in the real problem of inviting the immense amount of foreign capital that will be needed for the gradual and permanent development of the oil resources, but in getting immediate revenue from concession royalties.

In Venezuela and Colombia, moreover, there is confusion and conflict of laws and regulations and jurisdictions in regard to oil. No company feels that it has a perfect title. The recent movement in Colombia for the nationalization of the mostly sporadic and unconnected railroad lines, the property of foreigners, seems to indicate what is too frequent in some Latin-American countries, a political "crusade" against foreign capital.

Foreign capital will make these countries rich. For years it has been both sought and curiously repelled. Here "dollar diplomacy," practiced continuously by the British Foreign Office, ought also to be practiced tactfully, but deliberately and continuously, by our State Department. There is a community of self-interest in the investment of American capital in Latin-America, in the mighty advantages accruing to that region by that investment, in the resulting increase of trade. North American and thus Latin-American diplomacy has a great lasting duty and opportunity of common benefit.

There are 112 flour mills in China and Manchuria. Shanghai, with 21 modern mills, is the principal flour milling center, producing 100,000 bags a day, next comes Wusieh, 60 miles west of Shanghai, with a monthly production of 500,000 bags. China produces about 200,000,000 bushels of wheat annually, which is short of the local demand.

### THE OLD SPOOK -SELF-DETER-MINATION

EDITORIAL, Collier's Weekly

There is something very pretty in the idea that all peoples, races, groups, and individuals should determine the government under which they shall live. The phrase did a land-office business for a while in the world, and only recently have human beings begun to reflect upon it.

On the basis of self-determination in many

On the basis of self-determination in many of the far corners of the world where there existed weak peoples and degenerate civilizations, there would have been no rehabilitation of mankind and no progress of civilization. Furthermore, as spectators of the affairs of the world, we have begun to observe that "self-determination" is a doctrine utilized too commonly by the group of crooked propagandists who would like to exploit their own people if they could only get a chance by having a successful campaign in the name of freedom, democracy, and autonomy.

Americans stand against oppression. We will compete with any others in the world in our distaste for autocracy, tyranny, and injustice, but we are rather inclined to believe that self-determination is like food—it is all right if it into bad. The real bare and unvarnished truth lies in the fact that the world would not hold together for ten minutes were it not for a certain amount of benevolent imperialism, calling it by its worst name.

It is a curious fact that the spots in ancient countries where the natives flock to obtain a little ease from disease, injustice, oppression, poverty, and ignorance are concessions which have a history based upon the supposed oppression of the strong. It is a very pretty sentiment indeed which protests against the invasion of freedom's rights, but often enough the question arises as to which is worse—the relinquishment of some degree of autonomy or the relinquishment of all civilized standards, and of the right to be free from the much more oppressive exploitation of native crooked autocrats. It is our idea that the man who made up the phrase "self-determination" just had not traveled enough. He conceived the phrase somewhere around his study table.

## THE BORDER LINE

By F. W. Taussig Professor of Economics, Harvard

Perhaps the ancient association of foreigner with enemy still lingers. People do not worry when New England buys coal from Pennsylvania, but when coal is brought from Nova Scotia, dire consequences are supposed to ensue. Half a century ago (more or less) the region which is now British Columbia was claimed by the United States to be part of its territory. Had the Oregon question been settled at that time in accord with the American claims, no one would have questioned that the resources of British Columbia in lumber, coal, and fisheries were of advantage to Americans. But once a border line is drawn, the situation is supposed to change; and that which would have brought us gain in the way of more abundant and cheaper supplies is fraught with peril precisely because these supplies came from a foreigner.

In the second annual tractor demonstration held under the auspices of the Brazilian Ministry of Agriculture, October 3 to 7, 1921, the three first places were taken by American machines. Two German machines also competed. There were seven entries.

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# The U.S. Merchant Marine and the American Trader

By THE EDITOR

One of the biggest national problems facing the American people today is the disposition or employment of the huge fleet of merchant ships that is now mostly at anchor in various ports. This fleet has cost the Government to date over \$3,500,000,000. It consists of some 1,450 steel vessels with an aggregate deadweight tonnage of 10,500,000. The big question is: Can this fleet be employed so as to rehabilitate the American merchant marine and keep the American flag afloat on the Seven Seas? The specific problem that Americans in the Philippines and other ports outside of continental United States have before them is this: How can we help Uncle Sam utilize his newly-acquired, brand new merchant navy, of which he is so proud but which threatens to become a veritable White Elephant on his hands?

### LA FOLLETTE LAW BIGGEST OBSTACLE

The essential factor in the whole question is that of competition. It might as well be admitted at the start that unless America, either through the Government or through private initiative, is prepared to meet the competition of foreign shipping, be what may the cost, the whole merchant marine might just as well be scrapped and sold for old iron. This is a proposition sometimes lost sight of in discussions of the problem, but it is an essential element, because it is based on a fundamental and ever valid economic principle, namely that trade will naturally gravitate toward the lowest bidder for it. If ship operators of other nations offer to carry goods to and from American ports at lower rates than American ship operators, the foreigners will get the business. However patriotic a trader may be, he must of necessity patronize the lowest carrier in free world competition. Other things being equal, he should patronize American ships, but if to patronize American shipping means losing out in the world markets, he must forego such patronage, thus benefiting himself and his country, for every bit of foreign trade lost is that much of a loss to the economic strength of the country at large.

The first and foremost handicap to American shipping is the La Follette law, which imposes certain standards of maintenance and operation upon American shipowners, which standards are so far above those of other nations that the American ship operator is put to a heavy additional overhead expense, over and above the overhead of his competitors. This law was enacted at a time when American shipping was at low ebb. Even then it was fought by American shipping interests. It had the expected effect. American shipping was in a stage of final decline at the time, the war intervened and reversed the natural course of disintegration. At the time the law was enacted it didn't matter much if American shipping survived, because there wasn't much of it to survive. But now conditions are different. American shipping has increased more than tenfold and it ranks second in the world. Either it must survive or billions of dollars must be lost. The country cannot afford to be saddled by a La Follette law that places a strangling restriction upon American war-born shipping. This fetter must

first be lifted from American shipping, before expansion and development can be thought of,

Much as Americans desire a higher standard of seamanship and seamen's conditions, as compared with other nationals, they must be ready to sacrifice these advantages if they spell ruin to American shipping, as they do. We must meet situations as we find them and fight our competitors with their own weapons—if these weapons threaten to be our undoing.

### SHOULD EXTEND COASTWISE LAWS

But even if the La Follette law is removed the American ship operators will have a hard and long struggle before them. Against them will be pitted the experienced shipping men and organizations of half a dozen nationalities, all fighting for the world's business and most of them none too scrupulous as to methods and means. It will be incumbent upon the American Government to employ every resource at its command to help American shipping. One of the first that suggests itself is the application of the coastwise shipping laws to the American possessions in the Pacific, principally the Phil-ippine Islands. This will give American ships a monopoly of Philippine business with the United States, a not inconsiderable item when we consider the fact that in 1921 only 35.3 per cent of the Philippine foreign trade was carried in United States bottoms, and only 1 per cent in Philippine bottoms. In 1913, the last prewar year, 88.5 per cent of Philippine foreign trade was carried in foreign bottoms. Here is a measure which only requires the President's approval. It will beyond dispute give American shipping a rich field to exploit. Therein, however, lies a danger, a danger which hitherto has probably operated to keep the President from applying the American coastwise laws to the Islands. It is felt in certain American circles that the institution of an American shipping monopoly in the insular foreign trade will result in such high rates that prices will become prohibitive and the foreign importer will be placed at an advantage. That, we believe, is an appre-hension that is not well founded. It would be the height of folly on the part of the American operators to institute rates that would cut off their own business. We believe that under the coastwise extension, trans-Pacific rates will be low enough so as to insure a continuance of American business along its accustomed and established channels. We should not forget that the American importer has the advantage of a Philippine tariff. If rates should perhaps become higher than they would be under a condition of cut-throat competition for the Philippine trade—what about it? Ought not the people of the Philippines be prepared to contribute their mite toward making America a powerand important shipping nation? are advantages accruing from such a policy that cannot be measured in dollars and cents. As long as America maintains her markets in the Islands, the United States coastwise laws should be extended to this Archipelago. Uncle Sam should take full advantage of a prerogative that is taken advantage of by other nations when it comes to trade with their own possessions.

#### Subsidy Necessary

However, the coastwise laws can have no effect upon the carrying trade between the United States and foreign nations. In this field the question is one of pure, ruthless competition. With the La Follette law off the statute books, some assistance will have been obtained by American shipping interests. This, however, will not be sufficient. Owing to the lower costs of operation of foreign vessels, American operators will practically be forced to ask for a subsidy. In some instances foreign governments are already giving subsidies to their shipping. The United States will not be able to stand back and withhold a subsidy to its own vessels. The form that this subsidy shall take is a matter to be decided upon by the proper authorities. That a subsidy will be necessary, however, seems undeniable. Are the people of the United States willing and ready to assume the necessary expense involved in rehabilitating their merchant marine?

Another important factor in the whole problem is the part to be played by the American traders abroad in securing business for the ships under their own national flag. That American shippers have been remiss on this point is a contention frequently made. However, that is a question intimately bound up with that of rates. The fact is that foreign shipping interests have been giving secret rebates or concessions to shippers of all nationalities. These clandestinely cut rates have operated against American shipping business, and many American business men doubtless feel that they are in honor bound to preserve confidence in the matter of special secret rebates extended by foreign shipping firms. This is an attitude that must be combated. The ethics of the situation appear plainly in favor of exposure of the secret concessions.

### SHOULD REPORT UNFAIR COMPETITION

Rates across the Pacific are supposed to be line is in honor bound to respect these rate agreements; but, unfortunately, some foreign lines do not. They offer special inducements, convertible into dollars and cents, to shippers on their own lines, granted under the pledge of secrecy. The matter is so fixed up that the papers and bills of record show no benefits or discriminations in favor of any particular shipper; yet the concession is there. As a consequence, the American operators, who sixe crupulously to the letter and spirit of the Conference, are constantly losing business, taken away from them by the unscrupulous tactics of the foreign competitor.

It seems to us plainly the duty of every American shipper who is offered such unfair inducements by foreign shipping interests, to report them to the American shipping interests, so that the reduction may be met if possible. If the American lines ever become convinced that a systematic under-cutting of rates is being carried on against them in secret by foreign competitors, they should meet this clandestine competition in a similar manner or openly break the Conference agreements and announce a ruth-

less rate warfare on the high seas. The United States is better able to sustain such a warfare than the foreign nations. However, the point is that unless American traders abroad cooperate with the Shipping Board and American shipping lines in counteracting unfair, secret and inimical methods of rate-cutting, it will be a very difficult matter for the American merchant marine to successfully compete with foreign shipping. is up to every American business man who has first-hand knowledge of any unfair methods on the part of foreigners having as their object the taking away of business from American ships, to place this knowledge or evidence at the disposal of the proper American authorities, unsposal of the proper American authorities, so that the matter may be taken up in the interests of American shipping. It is just as unfair for foreigners to exact pledges of secrecy from American shippers in connection with rates as it is for them to make such reductions after it is for them to make such reductions after having agreed to maintain the original rates. No man pledged to such an unfair pact is ethically obligated to keep it. In fact, it would seem to us, it is his moral obligation to betray such reprehensible activities. Patriotic reasons alone should cause any American to counteract such insiduous and harmful methods on the part of feating competitors in the shipping field. foreign competitors in the shipping field.

### BANKS AND INSURANCE TO COOPERATE

Another necessity for the development of American shipping is greater participation of American banks and insurance companies in the country's foreign trade. The banks should not only be prepared to adequately finance responsible exporters but should be of assistance in holding business by extending long-time credits where necessary, and finding customers. For-eign banks and their branches always have an eye to the practical, from a patriotic viewpoint. They are not only concerned with the important problem of making a maximum profit. Their country's foreign trade, its position, prestige and prosperity are items of perennial interest and importance to the foreign banker at home or He renders more than lip service to his country's greatness.

Marine insurance is a field in which Americans have still much to learn. It is to be desired that American companies underwrite American foreign trade on the ocean highways of the world, for it is a profitable business and the money

might just as well go to Americans as to foreigners To recapitulate, the following steps would seem to be necessary for a rehabilitation of the American merchant marine:

- 1. Repeal or amendment of the La Follette law.
- 2. Application of the United States coast-wise laws to the Philippines and other insular possessions.

A national ship subsidy.

- Fair rates, meeting all foreign competi-
- Cooperation of American traders in securing fair rates and destroying unfair foreign competition.

6. Cooperation of American banks and insurance companies in development of American

Possibly there is nothing startling or new in the above recapitulation of the situation, but it might be news to some American traders that each one individually can do his share in bringing back the Stars and Stripes to a leading position on the Seven Seas.

In the past the American business man has depended too much upon the Government when it came to foreign trade. The Government, to be sure, has been at fault in many particulars, but in a good many the exporter or importer, as the case might be, has been to blame. The American foreign trader on the whole has not yet learned the wholesome and profitable lesson of cooperation which is thoroughly understood by our foreign competitors.

# COOPERATION, THE ONLY HOPE

This business of capturing our share of the world's foreign trade and keeping our shipping afloat is not a child's task, nor one that can be solved by theorists and orators. It requires careful thought and planning, much money, long-sustained effort, and, above all, cooperation. This rapid foreign trade and shipping expansion is for the time a new thing to us, although the nation at one time, not so many years ago, occupied a preeminent place in the world's shipping. The sturdy skippers of New world's shipping. The sturdy skippers of New England who piloted the famous clipper ships were made of the stuff that wins leadership for itself in any line of human activity it embarks We still have the personnel and we still have the old spirit, but our patriotism has become somewhat diffused in the long years of mercantile activity and spontaneous prosperity. Nature has been so kind to us and world conditions have been such that the American trader has not been forced to go out and fight for his business. Moreover, he hasn't had his own ships to carry his trade. But now he is entering an era of stern and ruthless competition. He has to fight for every inch of the road that he wins, and he can expect favors from none but his own nationals. If they fail him—if they do not cooperate with each other—his commercial doom is sealed.

The American trader, both in the homeland and abroad, must enter into the post-war battle for commercial and shipping supremacy with his eyes fully open and his resources fully prepared for use. It is a friendly struggle but none the less a keen and relentless one. Not only in the shambles of the trenches are nations made or unmade. Each country must stand on its own bottom and the nationals of each country must work together if they would advance their country's interests and show progress in the conflict. That is why Americans in the Philippines must stand behind the Shipping Board and against its friendly but resolute foreign enemies. granted that it is desirable for the United States to utilize its merchant marine and make a bid for world trade on a scale commensurate with the country's resources, every citizen of the nation should get behind the proposition and spare no effort in bringing it to successful realization. Individual interests here and there may not be served too well by the Shipping Board's tentative program or by any particular program having as its object the rehabilitation of American shipping, but unless we sink personal considerations to the greatest possible extent and work together as Americans behind our shipping program, we are placing obstacles in the way of its success.

Given a disposition on the part of the Government to make a real fight for the world's shipment to make a real ignt for the world's snip-ping—a friendly but determined fight—and a disposition on the part of all American traders to get behind the Government in this fight, even to the extent of sacrificing some individual interests or conveniences, there is every reason to anticipate a speedy rehabilitation of the American merchant marine to a prominent and deserv-ing place in the world's shipping.

### FORST CHOSEN DIRECTOR, FELD-STEIN NEW TREASURER

At the meeting of the Board of Directors held on Tuesday, February 28, H. Forst, secretary and assistant treasurer of Macleod and Company, was elected a Director of the American Chamber of Commerce, succeeding Stanley Williams, resigned. Director Simon Feldstein was elected Treasurer to succeed Mr. Williams. Under the by-laws, Mr. Forst will serve as Director until a successor to Mr. Williams is chosen at the next general election.

### **NEW MEMBERS**

ACTIVE: Henry W. Elser, 319 Carriedo, Manila.

ASSOCIATE: A. V. Fleener, Silay, Occidental Negros; G. M. McElfresh, Dagupan, Pangasinan; W. F. Hale, Cagayan, Misamis; Horatio Smith, Ilagan, Isabela; Roy N. Allen, Cagayan, Misamis; J. Courtney Hixson, 947 Ongpin, Manila; F. Robland Severance, Sagada, Mountain Province.

### WOOD INTERESTED IN AMERICAN SCHOOL PROBLEM

Manila, February 15, 1922

The President,
American Chamber of Commerce. Manila, P. I.

DEAR SIR!

Your letters of December 3 and 5, 1921, with reference to an American School in Manila and forwarding certain complaints as to the Central High School were received. I have investigated these matters and have consulted officials and others familiar with this situation.

The problem is difficult to solve and I see no way in which radical changes can be made during

this school term.

I am interested and concerned in this matter and intend to go thoroughly into it before the next school year begins. I am doing so now.

Very respectfully,

(Sgd.) LEONARD WOOD, Governor-General.

### RECENT INCORPORATIONS

CABANO COCONUT ESTATE, Iloilo; capital stock P500,000, paid P186,125; directors, W. Gomperle, W. Habluetzel, T. N. Powell, P. Zimmermann, H. Rooli. Iloilo; capital

PHILIPPINE COCONUT PRODUCTS CORPORA-THEIPPINE COCONUT PRODUCTS CORPORA-TION, Manila; capital stock \$\mathbb{P}40,000, all paid up; directors, Carlos Herbella, Antonio Conrado, Enrique Lopez Meña, Modesto de Cortabitarte, Gabriel Llamas.

MANILA FREIGHT ASSOCIATION, Manila; transportation and warehousing; capital stock \$\mathbb{P}3,000, paid P750; directors, Eleuterio Aguirre, Carlos Isidro, Ismael Almazar, Honorio Mateo, San-tiago Mendoza, Cirilo de Castro, Mâximo Ilustre,

tlago Mendoza, Chilo de Castro, Maximo Hustre, Engracio Pecson, Basilio Diestro.

EUREKA SAW MILL COMPANY, INC., Tacloban, Leyte; capital stock P125,000, all paid up; directors, Marcela Vda. de Casalla, Francisca Casalla, Adelaida Casalla, Trinidad Casalla, José Ma. Victorino, treasurer.

FARMACIA CENTRAL, 248 Calle Rosario, Manila; capital stock P200,000, paid P52,000; directors, Tee Han Kee, Ty Chuaco, Ty Han Eng, Lim Hok alias Tin Goan Sun, treasurer, Tee Guan Tay.

RIZAL BILLIARD AND BOWLING CLUB, INCOR-

RIZAL BILLIARD AND BOWLING CLUB, INCORPORATED, Manila; capital stock P50,000, subscribed P10,000, paid up P2,540; directors, W. W. Weston, treasurer, E. E. Calvin, W. N. Bartholomew, B. J. Epes, S. A. Dewing.

NOVELETA RICE MILL, Noveleta, Cavite; capital stock P100,000, subscribed P38,000, paid up P38,000; directors, Pedro Medina, treasurer, Antero Soriano, Leoncio Estoris, Ramón Rios, Domingo Ricafrente, José Bujain, Claro Manalo. Claro Manalo.

Claro Manalo.

STANGL PHILIPPINE PRESS, Manila; printing, binding, photo-engraving, etc.; capital stock \$50,000, subscribed \$27,500, paid up \$27,500; directors, Paul L. Stangl, treasurer, Maria A. de Stangl, Francisco Nabong, Hipolito de Jesus, Cipriano Raymundo.

FOREIGN CORPORATION REGISTERED STRUTHERS AND DIXON, incorporated under the laws of Delaware, U.S.A.; capital stock P300,000, paid up; general shipping, docking and lighterage; Leonard Everett, Manila, Philippine agent.

## SHOE STORES AVOID HEAT

The three American shoe stores on the Esthe Walkover, Hamilton-Brown, and Hike establishments-have agreed to keep their shops closed between noon and 2 p. m. each day during the hot season.

# Wood Talks for Americans at Commerce Convention

Addressing the American and Chinese Chambers of Commerce on Wednesday, February 8, in the final session of the Far Eastern Commercial and Industrial Convention, held in the Masonic Temple, Manila, Governor General Leonard Wood, speaking for the American business community, outlined the financial program and other measures of importance that were being put through the Philippine Legislature. President C. M. Cotterman of the American Chamber of Commerce presided. Other speakers were Dec C. Chuan, president of the Chinese Chamber of Commerce; Consul General Chow of China, and Director L. Mulder of the agricultural department of the Dutch East Indian administration. The meeting concluded with a discussion of the recently established Order No. 13, having as its object the elimination of the lower grades of Philippine hemp, and the proposed prohibition of machine-made Philippine cigars. This discussion arose by special request of Governor General Wood, who, however, was forced to the questions were taken up.

### CONSUL GENERAL CHOW SPEAKS

Mr. Cotterman, after a few well-chosen words in which he welcomed the business men and stated that the American Chamber of Commerce is particularly interested in assisting agricultural interests, since these form the basis of economic prosperity, introduced Consul General Chow, who spoke in part as follows:

"I have always believed in Chinese and American cooperation and the extension of commerce between China and the Philippine Islands. It is a matter of deep concern to us here. There are theoretical writers who give us points on the road to success and others who claim to divulge the secrets of success; but, unfortunately, all cases do not fit your own case, and we stumble on to roads that lead nowhere and secrets that do not reveal.

"We are certain of one thing, however. The Chinese Chamber of Commerce and the interests of the Chinese community can be extended only through friendship. That factor, we know, obtains between the two nations whose representatives are gathered here today. The American is very popular in China, and in fact his popularity is such that it benefits others who are not, but look like, Americans.

"There are other principles upon which successful modern commerce is based. No doubt thrift, perseverance and patience help considerably. These virtues, I am sure, both the Americans and the Chinese possess, and I need only call your attention to calle Rosario and the Escolta. Thousands upon thousands of pesos are invested there by people of both nationalities.

"I believe I am voicing the sentiments of the Chinese Chamber of Commerce when I tell you that the Chinese merchants here are always willing to cooperate with Americans in any enterprise if called upon, especially in these reconstruction days. All our efforts should be centered on making this port of Manila a commercial power in the East through thrift, Perseverance and patience."

## Wood's FINANCIAL PROGRAM

Governor General Wood was the next speaker. He said in part:

"I am not here this morning to speak on 'Optimism,' as has been advertised. Men with red blood are optimistic everywhere. I am here simply to tell you something of the program of the government with reference to the rehabilitation of the finances of the Islands? The general purpose is to put the peso on the dellar basis, to put behind every 'paper peso a metallic peso. Other measures provide for the issuance of public works bonds for improvements and irrigation; for the rehabilitation of the Conatt system, which will do away with this fluctuating

exchange rate that makes business so uncertain. I have noticed since I came here last summer that exchange rate fluctuated from par to 15 per cent. Then there is the Currency act; also fan act to permit municipalities and provinces to issue bonds guaranteed by the central government, thus giving them a readier market; a measure creating a sinking fund; and a law by which the government will have the right to deposit its funds in the Treasury, if it sees fit, and not necessarily with the Philippine National Bank. I feel that the funds of the government should be under its control.

### REDUCED BUDGET

"We have just adopted a budget that represents a cut in expenses of 30 per cent as compared with last year and a reduction of 40 per cent from the amount authorized last year. We have succeeded in doing this without making any reduction that will stop progress. We have called upon the government people throughout the Islands to make a reduction of 15 per cent in their personnel. In other words, we have been getting the government down to a basis of efficiency and retrenchment. We will have to make a loan of 40 to 43 million in advance of the present loan, but we will reestablish things on a firm basis and make our currency perfectly stable.

"Again, we have before the Legislature an act with reference to our coastwise trade. We want to secure some new regulations with regard to doing business in the Islands. At present control of corporations must be exclusively American or Filipino. This we are attempting to We are trying to secure permission to replace ships lost during the war by ships built in foreign countries. We have also an act looking into the proper care of the homeless and orphans. We want to make better provision for the lepers and the insane. There is an act concerning opium. There is a new act governing our inventory law to give greater security to merchants. Another proposed law with reference to the reappointment of Americans to the government service would permit those who have received pensions to return without again receiving a pension. A cooperative building plan would permit the issue of bonds of the value of 75 and less, so that poor people could build homes. Then there is a road tax and an auto tax. There are some 30 odd bills that have gone from the Governor General's office to the Legislature. All of them have these principles of the content of cipal purposes: to place the government on a sound financial basis, bring down expenses and advance humanitarian activities. advance humanitarian activities. They all look to establishing better conditions, but not to place an unnecessary burden on the government.

### GETTING GOVERNMENT OUT OF BUSINESS

"We want to get the government out of business—out of all business that is in competition with legitimate private enterprises. Even the American Government, with a very large personnel to draw from, has made a failure of the railroad and shipping businesses. Work done by the government always costs more than that done by private enterprises. We cannot get out of business all at once, as a great deal of the capital is frozen, but we are trying to get out as fast as we can. We are looking for people to take over the enterprises handled by the government. A number of sugar centrals and coconut oil mills can be better handled by private enterprises.

"We are trying to teach the people to deposit their money in the banks. Large amounts are hoarded and it has been impossible to get them into the banks. Such money is not working for the owner, nor for the country. We are trying to increase public interest in the postal savings bank. If we succeed we shall have accomplished a great deal. One prominent

Filipino informed me the other day that a Filipino friend came to him with \$\mathbb{P}\$100,000 in cash which he had hoarded for years. He wanted to know what to do with it.

"We are trying to interest the newspapers in increasing their circulation and interesting the people. The total circulation of newspapers in the Islands, with a population of 11,000,000, is only 131,000. It would help to get the government's policy to the people. I hope the business houses will get behind the circulation movement. We must reach the people to let them know what the government is trying to do. Now they learn only by hearsay, which creates misunderstandings.

### AGRICULTURE SHOWS PROGRESS

"We are doing what we can to build up our shipping interests and have a better port. Conditions at present are unsatisfactory. A ship comes in with cargo, which is checked indifferently. There is a hiatus to cover. The plan is to have an arrastre company handle and deliver the cargo. We also want to carry on the port works. When I look on the things we want and the things we have, I realize the millenium has not arrived. But, if we pull together, we can put things together. We can put back the finances on a sound basis, so that you will know just what is back of you. Af present the friendly spirit of the United States stands behind the Philippine currency. We do not want a currency based on friendship. We want something metallic behind it.

"We need the cooperation of the Philippine Legislature, and I want to take this opportunity of thanking the Legislature for its whole-hearted cooperation thus far. It has promised to put all the financial bills through, and nothing is of greater importance than that they should be put through. Once they are through, everything will be on a sound basis and we shall know each day what we can do tomorrow.

each day what we can up to the control of the contr

"I could go on indefinitely and tell you more of the government's work and its program, but I believe I have said enough to let you know that we are not leading an idle life and are trying to accomplish something substantial."

## FAVORS OPEN DOOR POLICY

Mr. Mulder, delegate of the Dutch East Indies government, was the next speaker, saying:

"As I do not speak the English language as well as the Dutch, I hope you will excuse me if I do not address this meeting by a long speech. Notwithstanding that, I am glad to have this opportunity of expressing my appreciation and thanks for your kind invitation to attend your conference.

"I came here as the representative of His Excellency the Governor General of the Netherlands East Indies, who was invited by His Excellency, the Governor General of the Philippine Islands, to come to Manila at this time. This is not only the time of the yearly carnival, a time of joy, but also a splendid opportunity for neighbors to meet and discuss mutual interests.

"The world war turned the economical conditions of nearly every country upside down and we need a wise and far-seeing policy to restore the normal way of trade, indispensable for the prosperity of every nation. For the countries bordering the China Sea, closer trade relations and an open door policy will be among the best remedies for curing the evils of today's commercial crisis.

"I hope this Far Eastern Commercial and Industrial Convention will prove to be to the benefit of our mutual trade and prosperity."

### DEE C. CHUAN WANTS COOPERATION

The last speaker of the morning was President Dee C. Chuan of the Chinese Chamber of Commerce, who said:

"On behalf of the Chinese Chamber of Commerce, I wish to say that we are very gratified to the Far Eastern Commercial and Industrial Conference for the opportunity it has given us to meet with our American friends, as represented by their Chamber of Commerce, in this most commendable attempt to reach a common plane of understanding to the end that the commerce and industry in this part of the world may keep pace with the progress elsewhere. We must realize that it is only by friendly cooperation and frequent interchange of ideas in assemblies such as this that real, industrial, commercial and social progress can be made possible.

"We, representing, as we do, different races and peoples, often have different points of view. Meeting together, or 'rubbing elbows,' as the Americans call it, is the only way by which misunderstandings may be avoided and corrected. Take the matter of the recent 'bookkeeping law,' for example. We Chinese people all believe that measure was devised to injure us in our property and business. That is our point of view. It may be that the Filipinos and Americans have entirely different ways of looking at it. They may honestly believe it to be a necessary measure for the welfare of the Philippines. I think if we will only get together and talk over our differences we can accomplish a great deal of good.

"The recent Disarmament Conference at Washington furnishes us a splendid example of what can be accomplished when people of different lands meet in common fellowship to talk over their differences and misunderstandings. While China has not received due consideration of her grievances, according to our view, we nevertheless appreciate what the United States has attempted to do for us. I believe that international business friendship can be promoted

by getting together even more readily than in the case of political conference.

"Here in the Philippines we have just passed through a period of most stressing commercial and financial depression. This is to a considerable degree due to disturbances of international trade occasioned by the world war. During that period our commerce suddenly increased by leaps and bounds on account of abnormal demand for our export trade. But we must soberly realize now that the war is over and these abnormal times are gone. We must now get together and cooperate with each other in order that we may be able to adjust ourselves to the normal conditions. Furthermore, we should have enough confidence in the future of these Islands, irrespective of any political changes in the government that may take place. Business must be built up and developed no matter what changes may occur in the government.

"Personally I have great faith and confidence in the future of these Islands, especially since we now are under the guidance and direction of such an able administrator and leader as our distinguished Governor General. I think we all feel very sure that our financial difficulties will be gradually straightened up under his sound financial proposals.

"In conclusion I desire to add that we, the Chinese merchants in this country, will do our best to develop the commerce and industry of this country and to cooperate in every possible way with the government and its people."

## DISCUSS HEMP QUESTIONS

The discussion of the tobacco and hemp questions was participated in by Capt. H. L. Heath, J. P. Heilbronn, M. M. Saleeby, H. Strauss, George Welborn, J. N. Wolfson, Ray W. Berdeau and A. R. Hager. A motion that the government "get out and keep out of business" was lost by a vote of 19 to 18, many of those present not voting. Among those who voted against the motion were a number of Filipino guests. The tobacco question was not discussed at length because of the absence of competent tobacco men.

Manager A. Gideon of the Metropolitan Water District took advantage of the occasion to plead for a more businesslike administration of his department, to the end that the city might be compelled to pay for the water used in fighting fires and sprinkling city streets.

Week ending Week ending

# WEEKLY CONSOLIDATED BANK REPORTS

Beginning February 11, Ben F. Wright, Special Bank Examiner for the Philippine Islands, began issuing a weekly statement showing the financial condition of all the banks in Manila. Eighteen items, each covering all the banks, are given in the report, which will be supplemented by other items as soon as the government's new financial program goes into effect. The reports now issued included all the banks except the Monte de Piedad, which is not a business bank. This latter institution will be included in subsequent reports, however. The reports for the weeks ending February 11 and February 18 follow:

		February 11	February 18
1.	Loans, discounts and overdrafts	₱170,158,714	₱167,794,733
2.	Investments	16,531,027	19,604,381
3.	Due from banks, agencies and branches in the Phil. Islands	47,713,074	49,284,006
4.	Due from head offices	4,922,078	5,329,004
5.	Due from other banks	13,470,816	13,319,100
6.	Cash on Hand-	., .,	.,,
	(a) Philippine Treasury certificates	10,379,659	10,041,792
	(b) Philippine National Bank notes	2,049,968	2,125,795
	(c) Bank of the Philippine Islands notes	131,580	100,285
	(d) Philippine silver coin	104,797	110,882
	(e) United States currency	12,987	16,186
	(f) Other	477,411	394,891
	Total	13,156,411	12,787,858
7.	Resources	296,711,987	295,610,459
8.	Net circulation	42,144,804	41,580,204
9.	Demand deposits	95,273,615	95,384,361
10.	Time deposits	21,533,307	21,113,298
11.	Due to Head Office	46,879,144	48,149,561
12.	Due to banks, agencies and branches in the Phil. Islands	3,692,938	3,156,904
13.	Due to other banks	28,386,168	30,520,371
14.	Exchange bought since last report—spot	5,568,108	5,917,905
15.	Exchange sold since last report—spot	4,985,768	5,571,282
16.	Exchange bought since last report—future	1,519,500	2,681,025
17.	Exchange sold since last report—future	1,426,028	1,676,872
18.	Debits to individual accounts since last report	22,671,687	24,939,329
	•		

# THE FOREIGN EXCHANGE SITUATION

The United States Tariff Commission has recently issued a report on Depreciated Exchange and International Trade. The report considers present world exchange conditions from the standpoint of the degree of price and wage adjustments to a gold basis among the chief commercial countries instead of the paper prices and wages in those countries.

The price studies take the form of, (1) tables showing the value of foreign currencies in terms of commodities compared with their value on the same date in terms of gold or American exchange, and (2) price comparisons, reduced to a gold basis, of a number of specific products in the various markets of the world. Briefly stated, the comparison by index numbers shows that after England and France in March, 1919, withdrew their governmental support of the exchanges, such exchanges quickly fell below their value in terms of domestic commodities for England and France,—that is to say, the pound and franc thereafter were worth more in terms of English and French goods than they were worth in terms of gold. This condition This condition was favorable to an increase of imports from these countries to the United States. In 1921, how-ever, paper prices in these countries, as measured by index numbers, had risen relative to American prices about as much as their exchange had fallen. with the result that there was no special inducement because of exchange rates for buying goods in England or France.

In the case of Germany, however, there is yet a great discrepancy between the internal value of the mark and its gold value,—slightly more than 2 to 1 in 1921.

The prices of specific commodities in various countries tell roughly the same story. The gold prices of copper, wheat, and wool are about the same in the United States, England, and France, with a lesser degree of adjustment for Germany. Therefore, except for daily fluctuations, the prevailing rates of exchange do not seriously disturb the trade in such products among the allied countries. Specialties, however, such as articles of fashion or complicated chemical and metallurical products, are often priced locally in Europe in terms of paper money with the result that special bargains may be had by American buyers because of low rates of exchange. This bonus on exports from central Europe is partly offset by the numerous restrictions to trade in exportable products.

A comparison of wages in the United States, England, France, and Germany shows that they are less adjusted to a gold basis than are prices. In May, 1921, the standard wage in Germany for factory workers was, roughly, 10 cents per hour in gold as compared with 20 cents to 25 cents in France, 30 cents to 40 cents in England and 50 cents to 75 cents in the United States.

In the case of Germany, however, the gold value of wages is not as significant for some purposes as is the value in terms of commodities. Measured by wholesale prices in Germany, wages were 16 cents to 18 cents per hour in May, 1921, and expressed in terms of the laborer's cost of living they were 22 cents to 27 cents per hour for the various industrial centers.

The report indicates that it would be difficult, although not impossible, to determine and administer offsetting duties against exchange rates. A flat rate cannot be applied because of the varying degrees of depreciation of exchange in different countries, but a list of commodities for which special protection is sought could be prepared and revised from time to time to meet changing conditions.

Don't forget there's a restaurant run by the Philippine Chamber of Commerce. Hot Lunch P1.50, cold lunch P1.00.

At the Chamber restaurant: Baked beans, Tuesday; good chow all the time.

# RINDERPEST CONTROL

By Dr. Stanton Youngberg Chief Veterinarian, Bureau of Agriculture, Manila

In our February issue we published an article on rinderpest from a lay viewpoint. This month the subject is discussed by Dr. Stanton Youngberg, this Veterinarian of the Philippine Bureau of Agriculture, who has had more practical experience in the treatment of this cattle plague than any American in the Islands and is a recognized authority on the subject.

Rinderpest has existed for ages in the steppes of Central Asia; in fact its history is as ancient as that of the inhabitants of those regions. From these points it spread throughout the whole of Asia, and with the great migrations of people it was introduced over the entire continent of Europe. Early Sanskrit writings make mention of a plague of cattle which, from the descriptions given, we know to have been rinderpest. It has been the cause of the loss of millions of animals. Extensive outbreaks have always been associated with the European wars. In the 18th century it prevailed generally in continental Europe except in Norway, Sweden, and the Spanish peninsula. The first French veterinary schools were established more than a century ago as a result of the great losses caused by rinderpest at that time.

### WAR REVIVED PLAGUE

In the second half of the 19th century, the European countries made such a determined and successful effort for the eradication of the disease that by 1881 it was stamped out from Europe with the exception of Russia and Turkey. Then infection in European Russia was not eradicated until 1900; that in Asiatic Russia has never been eradicated. As a result of the Great War, rinderpest has again made its appearance in European Russia, Poland, Turkey, and the countries of the Balkan Peninsula. Last year Belgium became infected from a shipment of Indian cattle enroute to Brazil which were trans-shipped at Antwerp and were not placed in proper quarantine, as the authorities evidently failed to recognize the fact that the Indian cattle could have the disease in a very mild and obscure form. This same shipment of cattle also introduced the disease into Brazil. The entire continent of Asia still remains infected. In Africa it prevails in Egypt, Abyssinia, the countries bordering on the Red Sea, British East Africa, and what was formerly German East Africa. Rinderpest was introduced into the Philippine Islands about the year 1887 by some animals that were brought in from Indo-China. It has been continually present in this country since that time.

### No Cure Discovered Yet

The Government is frequently criticized because its veterinarians do not spend the greater part of their time in attempting to cure the animals already sick with rinderpest. And strange as it may seem, a great deal of criticism of this sort comes from people who are otherwise intelligent and educated. Of course such people are entirely ignorant of the true nature of this disease. Unfortunately, however, when such statements are made by people prominent in their respective localities, they are accepted as the gospel truth by the less informed and thus produce an effect which takes a great deal of time and patience to counteract. No medicine or treatment has as yet been discovered that will cure animals once they have become sick with finderpest. Learned men have worked on this problem for many years and have invariably met with failure. The attempt at treating sick animals is more often the cause of harm than of good. In many countries the treatment of inderpest-affected animals is prohibited by law. Scientific workers no longer waste their time in attempting to cure this disease but direct their efforts toward the perfection of more effective preventive measures.

## PEOPLE MUST COOPERATE

The length of time that it took the different European countries to stamp out rinderpest varied greatly. It depended in a great measure

### TERRIBLE DEATH TOLL

A report of the Veterinary Division of the Bureau of Agriculture shows that, from February 6 to 20, deaths from rinderpest in the Philippines totalled 1,555. About 100 towns in 22 provinces are infected with the cattle plague. Provinces in which the disease is prevalent are Iloilo, Antique, Bataan, Bohol, Bulacan, Cagayan, Capiz, Cavite, Cebu, Isabela, Laguna, Leyte, Masbate, Nueva Ecija, Nueva Vizcaya, Occidental Negros, Oriental Negros, Pampanga, Rizal, Tayabas, and Zambales.

on the local methods of handling and caring for cattle and also on the degree to which the laws controlling the movement of animals were enforced and more important still on the general level of intelligence of the people which enabled them to see the reasons for and accept the measures adopted by the Government. Concerted efforts on the part of various European countries looking toward the eradication of rinderpest were not taken until in the 60's of the last century. In 1869 Germany passed a very stringent rinderpest law. Among other things, this law provided for the killing not only of sick animals but also of such as had come in contact with the sick ones either directly or indirectly. Compensation was given up to the actual value of animals destroyed by Government order, the amount of compensation being determined by tax commissioners. It also provided for the isolation and quarantine of infected farms and villages by means of military cordons. Its eradication from that country was accomplished in the early 80's of the last century. France adopted measures fully as stringent as those of Germany to secure the eradication of this disease. The secure the eradication of this disease. The remaining infected European countries followed the examples of Germany and France and eradicated rinderpest by the slaughter and rigid quarantine methods. In the last outbreak that occurred in England, the disease was stamped octurred in Englatid, the disease was stampful out by killing and burning the sick and exposed animals, disinfecting buildings, closing up the infected pastures and a daily inspection of all cattle within a radius of 18 miles.

### IMMUNIZATION METHODS

The possibility of an effective immunization against rinderpest is indicated by the numerous instances in which recovery from the disease gives the animals a lasting immunity. The first immunization was undertaken in the middle of the 18th century (1744) in England and then in France, Germany, and Holland. The procedure consisted in the introduction of the nasal discharges or lachrymal secretions of the affected animals into the healthy. The idea was to give the disease to the inoculated animals in a mild form. This method of immunization, however, did not become popular as the inoculate animals frequently became severely affected and the losses were considerable.

The bile of animals dead from rinderpest was used for immunization by the Boers of Transvaal and Orange Free State. The immunity resulted from the attenuated virus contained in the bile. This method has also gone out of use, as the results obtained were too uncertain,

in some instances no immunity being produced while in others severe reactions with high mortality resulted.

### SERUM TREATMENT

In the year 1893, a veterinarian by the name of Semmer discovered that the blood serum taken from cattle which had recovered from rinderpest had a protective value when injected into healthy animals that were exposed to rinder-pest. It was found that these injected animals pest. It was found that these injected animals would not contract the disease as quickly as those which had not received the serum and also that the percentage of recoveries was usually also that the percentage of recoveries was usually higher. The name applied to this serum is "anti-rinderpest serum" and it has been employed to a greater or less extent as an aid in the control of rinderpest in all countries that have been infected with this disease. When the serum first began to be employed, erroneous ideas existed with regard to the length of the passive immunity conferred. Some men were of the opinion that it lasted as long as 4 months. It has since, however, been conclusively proven has since, however, been conclusively proven that the passive immunity produced by the injection of anti-rinderpest serum lasts only from 10 to 14 days at the outside. At the end of this time the injected animal has again become susceptible and should be reinjected in case there is still danger of its becoming infected. The serum-alone-method is not now employed to any great extent except in India, where after inoculation the cattle are exposed to sick animals so that they may become affected and thereby acquire an active immunity. This system is feasible in India, as the cattle of that country have naturally a very high resistance to rinder-

### DOUBLE TREATMENT

Another method of immunization is that with serum and virulent blood. When this method is employed the animals are injected on one side of the body with a very small dose of virulent rinderpest blood and on the other side with a dose of serum which varies in amount with the size, weight, and condition of the animal. idea is to give enough serum to control the action of the virus so that the animal will pass through a mild attack of the disease. The serum is the same as that used for the ordinary serum inocusame as that used for the ordinary ser un inoculations, while the blood comes from infected animals and is taken from them in the first stages of the disease. The animals inoculated by this method react to the disease to a greater or less extent, some with only a slight fever for a few days and others with more pronounced symptoms. The mortality may vary from onehalf to five per cent. During the time that the animals are passing through a period of reaction they must be tied up and closely watched for two reasons; first, they might otherwise serve as a means of spreading the disease and, secondly, unless carefully watched and cared for, mortality is inclined to be considerably higher.

## THE NEW VACCINE

The Veterinary Division of the Bureau of Agriculture, at its Veterinary Research Laboratory, has been for some time carefully and painstakingly working out the problem of developing a vaccine against rinderpest which would be safe, cheap and fairly easy of application. Considering all the obstacles that had to be overcome, the work has progressed very nicely indeed, and though it is not as yet claimed that we have an absolutely finished product, nevertheless, it is being used in the field upon thousands of animals with good success. The animals do not have to be tied up or taken away from work

after the injection. We have very frequently injected carabaos that had just been taken away from the plow and immediately after injection they were again hitched to the plow and put to work without any ill result. The length of the period of immunity conferred by this method is of several months' duration, and hence a great deal more efficient and satisfactory than the serum method

### QUARANTINE ESSENTIAL

In combating rinderpest the basic principles to be observed are the isolation and quarantine of sick and exposed animals and placing their surroundings in a sanitary condition by the employment of the proper disinfectants and other hygienic measures. If no attention is paid to quarantines and the disease thus allowed to spread unhindered, no serum, vaccine or other biologic product could be prepared or inoculated fast enough to keep up with the disease. Well intentioned people are often of the opinion that some method can be developed which will entirely do away with the necessity for the isolation and quarantine of sick and exposed animals. That, of course, is a beautiful dream but will very likely not be accomplished until the arrival of the millenium. In conducting campaigns for the control of rinderpest, the first essential step to be taken is the localization of the disease by preventing the movement and intermingling of animals, to be followed by the application of those other measures which have been found to give the best results.

### FROM MR. VILLAMIN

December 25, 1922.

To the Editor,

American Chamber of Commerce Journal,
Manila, Philippines.

Sir:

I admire the fine spirit which prompted you to publish in your December issue of the Journal my statement regarding the now famous Chamber of Commerce cablegrams which were published widely in the United States. Please be advised that the statement did not concern itself with the question of territorial form of government for the Philippines. Rather, it was directed against the foul tactics adopted which were prejudicial to the economic interests of the country and to all those engaged in business in it.

Very truly yours,

(Sgd.) VICENTE VILLAMIN.

### SCHEDULE OF MEETINGS

Tuesday, March 7, at 4:00 p. m.: Board of Directors.

Wednesday, March 8, at 1:00 p. m.: Active and Associate members.

Tuesday, March 14, at 4:00 p. m.: Board of Directors.

Tuesday, March 21, at 4:00 p. m.: Board of Directors.

Wednesday, March 22, at 1:00 p. m.: Active and Associate members.

Tuesday, March 28, at 4:00 p. m.: Board of Directors.

Tuesday, April 4, at 4:00 p. m.: Board of Directors.

The Builders Section meets every Monday, at 1:00 p. m.

The Newspapermen's Section meets March 6 and 20, and April 3, at 4:00 p. m.

## FOR LADIES ONLY

A good place to have tea while shopping: the American Chamber of Commerce Restaurant.

# THE EMPLOYMENT PROBLEM IN THE PHILIPPINES

By STANLEY ROSEDALE

(Continued from the January issue)

Second in importance to the selection of employees is their training for the work they are expected to do. Too many employers think in terms of prices and not values, money, and not men, opinions and not facts; they buy the experience of their bookkeepers, their mechanics, their shop workers, or what not—experience obtained elsewhere and under totally dissimilar conditions—and expect these men and women to adapt themselves to their new work-environment without proper guidance, without any clear idea of the work they are expected to do, without any knowledge of what the business is, what it 'will do, and what it will not do with respect to the many questions that come up in their daily routine of work. And when, as a result of their uncertainty, the business begins to "go wrong," these employers blame their men, conditions, and everything they can think of, but they seldom blame themselves.

### YOUR BUSINESS POLICY

Too many businesses suffer from an entire lack of definite policy in an understandable form either to customers or employees. Ask any of your employees to state your firm's policy with relation to any of a dozen different things. You will be amazed at the misinformation you get, and yet the same employees come in contact with the public every day of the week. How can they interpret your policies and reflect the spirit of your organization, if they don't know what it "stands for" in relation to that public?

It is obvious that before your employees can be loyal to your firm and its future, before they can fight most efficiently for its success, you must give them in an understandable form a statement of what your business "stands for," a definition of your policies, a reflection of your individuality that marks off your business as different from other men's businesses.

In no other way can you safeguard your interests. Human nature needs definition of purpose in its work for another—definitions of what to do and what to think—for uncertainty paralyzes effort.

Tell your employees your purpose and reasons for being in business; tell them what you will do and what you will not do to get and to keep that business; tell them the manner in which you expect them to treat your customers in those things which are not a matter of price or quality, but are matters of service. And whether you have ten employees or a hundred and ten, put it down in writing. A business policy explained to employees orally may have to be explained again and again, and there is always the danger that each of them will "figure it out" for himself in a most amazing manner.

### STANDARDIZING YOUR ROUTINE WORK

Once a correct interpretation of your business policies on the part of your employees is established, sounder business relations between them and your customers are assured. You will then have accomplished an important part of your employees' training. The next step is to increase their individual efficiency in their daily routine of work. This can be easily done by standardizing all routine operations, which means devising the simplest and easiest method for doing any particular thing at the time the standard is adopted. Draw on your own experience or the experience of those who are familiar with the operations to be standardized, and prepare the instructions in some convenient form for ready reference. Then you will have a never-failing guide for new employees who will be able to familiarize themselves with the work much more thoroughly and in much less time than would otherwise be necessary. "It would take too much time," you say. Well, then,

measure the time actually lost through repetition of incomplete, faulty, and uncertain oral explanations which often result in expensive mistakes, and you will probably find it worth while to take the time.

### RECORDING RULES AND DECISIONS

In every business, large or small, the same oral rules and decisions are being made over and over again, day after day, at a constant loss of time, and frequently at a further loss of materials and money in carrying them out because there is no record except in the memory (?) of those concerned. This practice is a source of constant irritation, and results in the lowering of efficiency, especially of new employees.

In such cases it is desirable that every rule and change in method or procedure should be formulated in writing. Some would go to everyone, some to heads only, and others to certain operators, as stenographers, or bookkeepers, or salesmen only.

Each rule or decision should be divided into three parts:

(a) The reason for the rule or decision;

(b) A terse statement of the rule;

(c) Exceptions, if any, and to whom the questions must be referred.

The advantages of having such rules and decisions on file are obvious, and once this method is adopted, it will seldom be abandoned.

## HANDLING EMPLOYEES

Perhaps the most troublesome part of the employment problem is the method of handling employees. The employer's success in solving it satisfactorily depends, largely, on his own emotional and temperamental characteristics. "He doesn't get along with men," has been the standing objection to certain types of executives. On the other hand, "The men swear by him," is often given as a reason for the success of others.

You may have capital, experience, an excellent market, and the good-will of the public, but if the human factor in your relations with your employees is neglected, you will not have their loyalty and coöperation, and no business venture is safe that lacks these elements. "Fair play" between employer and employee regardless of color, creed or race, is the only enduring foundation upon which the business structure of our age may safely rest.

And this, after all, is strictly "up to" the employer, for the initiative rests with him.

## JANUARY FOREIGN TRADE

Customs figures for January, 1922, just issued, indicate that the foreign trade of the Philippines is again on a sound basis, the balance of trade being in favor of the Islands. The figures are as follows:

EXPORTS, JANUARY
1922 1921
P13,112,371 P13,518,401

IMPORTS, JANUARY
1922 1921
P12,337,435 P27,789,997

TOTAL FOREIGN TRADE, JANUARY
1922 1921
P25,449,806 P41,308,398

States vegetables served at the restaurant whenever obtainable. Drop in for lunch one of these days.

# WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of this issue of the Journal.)

Tuesday, February 7, 1922.

Present: Directors Cotterman, Elser, Heath, Feldstein, Gaches, Green, and Williams.

A copy of a letter from the Governor General

to the Chief of the Bureau of Insular Affairs recommending to the Secretary of War the extension of the naval radio service for press messages, as recommended in the resolution adopted by the Board of Directors on January 10, was read and ordered filed.

The President of the Chamber was authorized to participate as one of the judges at the Car-

nival premium drawing.

('hange in representation of the Port Lebak Lumber Company as Active member from W. J. White to W. C. Bryant was approved.

On request of the Philippine Manufacturing Company, Edwin Burke was authorized to represent the company in the absence of Fred N. Berry.

Applications for Associate membership of A. V. Fleener, G. M. McElfresh, and W. F. Hale

were approved.

Transfer of the Active membership of the late Henry Hasemeyer to Henry W. Elser was ap-

A letter from the Governor General accepting the invitation of the Chamber to speak as the representative of the American community at the Commercial and Industrial Convention at Masonic Temple, February 8, was read.

Mr. Green reported on the availability of quarters for the Chamber when the present lease expires on April 30, 1922.

The following resolution, after a full discus-

sion of the matter, was adopted: Whereas, The American Chamber of Commerce has been reliably informed that the government is considering a change in the official hours of government offices which will provide for a continuous session of seven hours running from 7 a. m. to 2 p. m. daily, except on Saturday, and on Saturdays from m. until 12 noon; and,

Whereas, after a full discussion of the matter, this Chamber is of the opinion that the proposed change in official office hours of the government offices will be detrimental and prejudicial to all interests for the fol-

lowing reasons:

(a) That, since government should be an instrument of service, the office hours of all government offices, including the courts, should conform as nearly as possible to the usual hours of commercial business, both wholesale and retail; and
(b) That the amount of overtime now paid by business houses for the prompt dispatch of their business with the Bureau of Customs, which is extremely onerous, would be increased; and
(c) That since it is impossible to render full and efficient service for seven consecutive hours without rest or refreshment, either time will be taken during such hours for these things or less efficient work done, both tending to a reduction in the volume of work; and

of the control of the

Whereas, This Chamber is of the opinion that during the present critical, financial situation the hours of work of government employees could be increased to eight hours daily without injury to their health and with a consequent fifteen per cent (15%)greater volume of work accomplished or a reduction in personnel of ten per cent (10%) on the basis of the present volume; Now, therefore, be it

Resolved by the American Chamber of Commerce of the Philippine Islands that, for the purposes of economy and a better service to the public, it be recommended that the official hours of all government offices be fixed at from 7:30 a. m. to 12 noon and from 1:00 to 4:30 p. m. daily, except

Saturdays, and on Saturdays that the afternoon session be from 1:00 p. m. to 3:00 p. m.: and

Be it further resolved. That a copy of this resolution be sent to the Governor General, and that copies be sent to the press for

publication.
One thousand copies of the by-laws, small enough to go into a small envelope, were ordered printed.

Wednesday, February 8, 1922. (Active and As-

sociate members.)

sociate members.)
Present: Active Members C. M. Cotterman, H. L. Heath, J. S. Reis, C. Orton, S. M. Berger, E. Berge, G. T. Herrman, S. Feldstein, H. B. Pond, M. M. Saleeby, Stanley Williams, Leo K. Cotterman, A. G. Kempf, Frank B. Ingersoll, J. R. Wilson; Associate Members E. A. Mc-Clellan, E. G. Redline, N. Lyons, E. C. Ross, J. C. Cowper, H. I. Mozingo, C. P. Ladd, S. W. Schwartzkopf, F. J. Perrine, E. A. Heise, M. D. Royer, C. K. Bradbury, S. A. Presby, G. C. Sellner, J. B. Amazeen, J. N. Wolfson, Gordon Johnston, A. F. Fischer, L. W. Thurlow, F. V. Shannon, G. B. Wicks, S. M. Jones, E. A. Aced, W. M. Butts, H. O. Haynor, J. J. Kottinger, H. W. Foster, A. G. Hillberg, J. A. Stiver, John Gordon, Louis McCall, A. v. H. Hartendorp, F. W. Butler.

The resolution on government office hours

The resolution on government office hours passed at the previous meeting of the Board of Directors was discussed and adopted.

Wednesday, February 15, 1922.
Present: Directors Cotterman, Elser, Heath, Feldstein, Gaches, Green, Rosenstock.
Bills in the amount of \$\mathbb{P}88,834.97, including the loan of \$\mathbb{P}80,000, bearing the approval of the Finance and Auditing Committee, were ap-

proved and ordered paid.

A letter from Admiral Strauss expressing his appreciation to the Chamber for putting his portrait on the front cover of the February

issue of the JOURNAL was read.

A letter from the President of the Seattle Chamber of Commerce introducing Hon. Hugh M. Caldwell, Mayor of Seattle, as representative of the Seattle Chamber was read.

A letter to a member stating why a prominent American rubber company did not invest in rubber plantations in the southern Philippines was read and referred to the Governor General for his comment, "inasmuch as the Chamber has already expressed itself in regard to investments.

Application of Horatio Smith for Associate

membership was approved.

A letter from a book concern offering to sell books to the Chamber was read and the Secretary was instructed to advise the firm that the Chamber is not prepared at the present time to enlarge

Mr. Feldstein was appointed committee of one for the purpose of drawing up regulations and specifications for an arbitration committee

and a committee on appeals.

Mr. Cotterman read in part a letter from Judge D. R. Williams relative to General Mc-Intyre's attitude toward the federal income tax campaign conducted by this Chamber. It was decided to turn the letter over to the press for publication. The following resolution was then

Whereas a greater harmony between the Government of the United States and the government of the Philippine Islands, and a greater harmony between the American citizens resident in the Philippines and the Filipino people is necessary to promote the progress and development of this country; and

Whereas the greatest obstacle to this harmony lies in the person of the present Chief of the Bureau of Insular Affairs, Major General Frank McIntyre; and harmony, progress and development can never proceed or be accomplished as long as he holds the position;

Therefore be it resolved by The American Chamber of Commerce of the Philippine Islands that the President of the United States be requested to retire Major General Frank McIntyre from the Bureau of Insular Affairs of the Government of the United States.

Be it further resolved that the successor of Major General Frank McIntyre be an officer of the Army of the United States thoroughly acquainted with the present situation in the Philippines and its needs.

Be it further resolved that the American Chamber of Commerce of the Philippine Islands recommends for the position of Chief of the Bureau of Insular Affairs of the Government of the United States Colonel Frank R. McCoy.

Be it further resolved that this resolution be transmitted to the President of the United States through the Governor General of the Philippine Islands and the Secretary of War and that it be given to the press.

A letter from an American on the tobacco industry in the Cagayan valley was sent to the Governor General for the latter's considera-

A confidential report from an American in the provinces was referred to the Governor General for action.

Letters from an attorney for a transportation company pointing out that the government was competing with private lines to its own loss were sent to the Governor General for his information.

A report by the Chairman of the Legislative committee in regard to unsatisfactory service of process in the provinces was ordered sent to the Governor General.

A letter from an American homesteader complaining about the manner in which titles are granted was sent to the Governor General.

A report from an American in the provinces on political conditions in his province was referred to the Governor General. The administration of the restaurant was discussed and the President was authorized to

make such arrangements as he may see fit.

Tuesday, February 21, 1922.
Present: Directors Cotterman, Elser, Heath, Feldstein, Gaches, Green, Rosenstock.

A letter from the Governor General regarding the American School question was read and ordered placed on file.

A letter from the Private Secretary of the

Governor General, in reply to the Chamber's resolution on government office hours and stating that the Governor General has no present intention of changing the hours of any offices over this country was extend about any offices over the state of the country was extended about the country of the country was extended about the country of the country was extended about the country of the country offices except his own, was ordered placed on

Applications for Associate membership of Roy N. Allen, J. Courtney Hisson, and F. Rol-land Severance were approved. A letter from Mr. Stanley Williams tendering

his resignation as a member of the Board of Directors and as Treasurer of the Chamber was read. The Board decided to "accept his resignation with regret when his successor has been elected and qualified."

A report from an American in the provinces on anti-American feeling in a certain locality was ordered placed on file.

The Bristol Company, a British concern, has just brought out a 450 horse-power, nine-cylinder, airplane engine, entirely air-cooled, which has successfully passed a difficult government test. It has 25 per cent fewer parts than a watercooled engine of the same power and is so light that four men can lift it.

# Review of Business Conditions for February

### THE UNITED STATES

In general there is a gradual improvement in business conditions reported from the United States. The only serious obstacle in the way of a rapid return to normalcy appears to be the labor situation. Railroad men, miners, and workers in other lines are becoming restive over workers in other lines are becoming reason to the the enforced reduction of wages, caused by the falling prices of commodities and reduced demand. The cost of living is still dropping, the rate of acceleration having increased somewhat during the first two months of the present year. These factors combine to compel the manufacturer and employer to lower his costs. and since labor is one of the most important elements in this cost, he is forced to cut wages. Naturally the workers react to this economic necessitybut their reaction appears futile in the face of economic laws that work out as inexorably as the very laws of nature.

The rising pound exchange and improvement in European exchanges in general has operated to instil more hope in European business. Exporters are looking forward to increased activity in the European markets and manufacturers are also more hopeful of a speedy return

to normal conditions on the continent.

Over-speculation on the stock exchange has resulted in a number of failures of stock brokerage houses in New York City. These, however, have in no way lessend the general firmness of the business situation. The houses that failed were for the most part new firms. The flurry in November and December of last year seems to have attracted many speculators to the bull side of the market, but the long expected upward movement has not yet come and there has been a reaction which proved the ruin of many a speculator who had staked his all on a long, steady upward climb of prices.

Much interest is being manifested in the out-Much interest is being manifested in the outcome of the Genoa Economic Conference under the leadership of Lloyd George. With the manifest improvement in European economic conditions, it is hardly likely that the powers will take the Soviet's threat of an invasion seriously. Conditions in Russia are too well known to permit European statesmen to be frightened by the cry of "wolf" from Moscow. It would seem, rather, that Trotzky and Lenine are on their last legs and are making a final bid for continuance in power. It is pretty well re-cognized throughout the world that one of the surest means of restoring Russia to the family of nations would be to oust both of these dictators. If the people of Russia can perform this task, the biggest obstacle to the final restoration of Europe will have been eliminated. The condition of tion of Europe, of course, and that of Russia in particular, has an important bearing on the economic future of the United States.

### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS Manager, International Banking Corporation

The last report closed on January 24 with New York exchange quoted at 3% for demand drafts and 4½% for telegraphic transfers. Rates remained at this level until January 27 when the Chinese withdrew from the market because of the beginning of the Chinese New Year holidays, and asthere was very little demand from other quarters the market eased down to 21/2% for demand drafts and 33/4% for telegraphic. Telegraphic was done a quarter lower on the 30th and rates then remained unchanged until February 6, when quotations fell to 29 and 3%. Further weakness developed and

rates went to  $1\frac{9}{4}\%$  and  $2\frac{3}{4}\%$  on the 7th and to  $1\frac{1}{2}\%$  and  $2\frac{1}{2}\%$  on the 9th. With a dull and lifeless market, rates remained at  $1\frac{1}{2}\%$  and  $2\frac{1}{2}\%$  until the 17th when, with Banks reluctant sellers in the absence of export paper and in the face of a persistent demand, rates firmed up to 134% and 234%, then to 2% and 3% on the 21st, 214% and 314% on the 23rd, 212% and 314% on the 24th, and 234% and 334% on the 25th.

This report closes on the latter date with the

market showing a firm tendency in the absence of sellers

The London cable rate in New York has shown a steady rise, with only one or two slight set-backs, from 421%, the last rate to hand when our January report closed, to 43934 on February 24th; 440¾ was touched on the 21st and 441½ on the 23rd. The continental currencies appear to have risen sympathetically.

to have risen sympathetically. Silver rates have eased off during February in sympathy with the rise in the New York-London cross rate, and London silver quotations for the 24th were called 32% pence per ounce for spot silver and 32% pence for forward.

Sterling telegraphic transfer is quoted locally

at 2/2 ½ at the close, and the Banks' buying rate for 4 months sight credits is called 2/3 ½.

### SHIPPING REVIEW

By A. G. HENDERSON General Manager for the Far East, Frank Waterhouse and Company

The improvement in cargo offerings, reported last month in these columns, has been much greater during February than was expected, and it is now generally conceded on all sides that the outlook is very satisfactory for the balance of the year. The rate on cocoanut oil in bulk has been advanced to G\$7 per ton, and all indications point to an G\$8 rate being put into effect in the near future.

German steamship lines, whose services to the Orient have been suspended since 1914, are to resume operations out of Manila next The Hamburg-America line have the first sailing in March, and the North German Lloyd are to follow with an April sailing.

The Shipping Board announce the discontinuance of the San Francisco Indian Line. tinuance of the San Francisco Indian Line. This berth has been taken care of by three "502" type vessels, and on account of giving the Islands direct sailings to the Pacific Coast, has enjoyed well deserved popularity. In a later message the Board announce that two of these steamers will constitute the second of these steamers will constitute the second of these steamers. of these steamers will eventually be placed in service to Manila only. The Shipping Board passenger services from San Francisco to New York by way of Honolulu have also been cancelled.

In another announcement the Shipping Board have informed operators that cargo vessels will hereafter be painted in uniform colors, replacing private funnel markings. The colors adopted by the board are: black hull, white deck, buff stack and ventilators.

According to the latest figures compiled by Lloyd's Register, the world's ocean-going steam tonnage stands at fifty-eight million tons, an increase of 15 million tons over the figures for 1914. During this period the tonnage of the United Kingdom increased only two per cent, while that of the United States increased over five hundred per cent. The United States has now nearly three-fourths as much seagoing steam tonnage as the United Kingdom, and 23 per cent of the total of all countries. Japan has risen from sixth place in 1914 to third place in 1921, and Germany has dropped from second place to eighth in that time. As the quantity of cargo now moving is only about 80 per cent of that of 1913 and as the steam tonnage has increased 36 per cent, the surplus of tonnage at the present time is enormous.

# REVIEW OF THE HEMP MARKET

By I. C. PATTY Secretary and Assistant Treasurer. Macleod & Company, Inc.

Since the date of our last report the New York market has been very quiet. The price of "F at last writing was about 8½ cents. Toward at last writing was about 6/2 cents. It is the end of February this declined to a basis of 8/3 cents for "F," where it remained for nearly two weeks. Since then it has steadily declined to the present quotation of sellers on basis of 734 cents for "F" with practically no buyers London has also ruled quiet, prices ruling between £38-10/ and £37-10/ for "L" the latter quotation ruling at the present time. The decline in the U. S. market is attributed both to lack of demand for rope and the considerably increased arrivals of hemp at Manila and Cebu.

Stocks: Notwithstanding the heavier shipments, stocks have increased 11,579 bales since the first of January up till last Monday, stocks last Monday being stated at 267,970 as against 256,400 bales at the beginning of the year.

Shipments since Ianuary first have been as

	Bales
To the U. S	65,897
To the U. K	27,795
To the Continent	11,025
To other places	34,317
_	

This is an increase since the first of January, as compared with the same period last year, of 34,835 bales, shipments during the same period last year having been 104,199 bales.

Local market conditions at the time of writing are very quiet, with very little demand from any of the consuming markets.

### FEBRUARY SUGAR REVIEW

By George H. Fairchild President, Welch, Fairchild & Co., Inc.

The sugar market during the past month has had a fluctuating tendency. At the time we wrote our January Review, the market was firm and active, but soon afterwards there followed the inevitable lull following large buying, and a weaker tone was evident. may also have been in part due to the revised estimate of the Cuban crop, increasing same by 500,000 tons, and a revision of the estimated decrease in the world's production of sugar over last year. This decrease was previously estimated at 930,000 tons, but the revised estimate, allowing for the increased estimate of the Cuban crop and other crops, reduces the estimated decrease in the world's production to only 99,000

New York Market: The New York market declined to  $2\frac{1}{16}$  cents, c. & f., for Cuban sugars, but recovered later to  $2\frac{1}{16}$  cents, c. & f., at but recovered later to 2½8 cents, c. & 1.. at which price there was active buying. At this time purchases were made by U. K., France, and Japan at prices fully equivalent to ½8 cents, c. & f. Thereafter the market suffered another relapse, owing to Porto Ricans forcing their sugars upon the market. Sales of Porto Ricans were reported at 3.54 cents, landed terms 1.94 cents, c.&f.), and it was also rumored that Cubans had been sold at 2 cents, c. & f. The market, however, immediately reacted and, for a time, remained steady and firm, with a tendency to advance, Cubans rising gradually from 2½ cents, c. & f., to 2½ cents, c. & f., and Porto Ricans to 3.70 cents, landed terms

(2.10 cents, c. & f.). There were fairly large transactions at these prices, and now we seem to be experiencing the usual lull, as the latest advices from New York report the tone of the market weaker with sales of Cuban sugars at 2-1 8 cents, c. & f.

Java Market: The Java market during the past month has fluctuated in sympathy with the pass morth has inccuated in sympathy with the New York market, although latest advices report the market firm. Latest quotations for Superiors the market min. Latest quotations of Superiors are Gs. 18-3/8 for February-March delivery, Gs. 1534 for May delivery, Gs. 124/ for June-July delivery. It will be noted that parcels for prompt delivery and for delivery in the near future are at a considerable premium over later positions.

()riental Market: The demand for muscovados from the Orient during the past month has been rather quiet with few transactions Japan and China are still interested passing. Japan and China are discrepancy in our muscovados, but the large discrepancy in ideas of price between local dealers and foreign

buvers prevents business.

Local Market: During the past month there has been a fair amount of interest shown in Philippine Centrifugals by local buyers. Prices at which purchases have been made have varied with the fluctuations in the New York market. Sales have been made as high as \$\mathbf{P}\_9.00 per picul,} first cost, although now buyers generally have reduced their limits to \$\mathbb{P}8.25 per picul, first

There has also been a fair amount of business in muscovados, although the extent of this business has been limited by the reluctance of local dealers to sell at prices which would lead to export trade. At present there are buyers on the basis of P7.25 per picul, first cost, for No. 1, with 50 centavos down per grade. Manila, February 24, 1922.

## COPRA AND ITS PRODUCTS

By S. P. WHITE President, Willits and Patterson, Ltd.

During the early part of February the continued dull market in trading centers caused a further decline in the price of copra. American buyers were at one time bidding as low as 33/4 cents per pound, c. i. f. Pacific Coast, and we are informed that actual business was consummated at as low as 31/8. These low prices brought about a slackness in the demand by exporters in the local market. As a result, local prices fell to the level of \$\mathbb{P}8.25\$ per picul for current arrivals, which is the lowest figure seen in this market for some time.

After a slack period of over two months, American buyers of both oil and copra again came out to buy about the middle of the month. Sales of oil were reported at 7 cents c. i. f. Pacific Coast, and 7½ cents, c. i. f. Atlantic Coast. Later in the month Pacific Coast mills were reported to have increased their price from 7½ cents, ex tank, to 7½ cents, and the market for c. i. f. sales had advanced to 7½ cents, c. i. f. Pacific Coast.

Buyers of copra who at the commencement of the buying movement indicated a price of 4 cents, c. i. f. Pacific Coast, later in the month bid 41/4 cents. This revival of the market has caused a decided reaction in local copra prices, which have advanced almost a peso a picul from the low level early in the month. Arrivals of copra during February are in excess of 200,000 piculs.

Shipments of coconut oil during February have totaled approximately 6,500 tons, and stock at the close of the month are approximately the same as the stocks of January, namely, 6,000 to 7,000 tons. However, we believe the majority However, we believe the majority of the present stocks are sold, which was not true of stocks at the close of the preceding month. We estimate that the average number of oil mills operating during the month to be five, and with the rapid advance in the price of copra, it is unlikely that this number will be increased in the near future.

European copra prices have shown very little fluctuation during the month and the latest quotation received is £24-5 per ton for Fair Merchantable, Manila. Sales of Java coconut oil were reported during the month at £37 per ton, c. i. f. European ports.

The rise in the value of pound sterling has increased local values in so far as exports to Europe are concerned. This revival in sterling, together with a renewal of demand, has material ly increased local values of copra cake. are at present apparently insufficient stocks to meet the demand. The low figure of January, P18 per ton, ex-bodega, is now increased to over ₱25 per ton.

Manila, Feb. 27, 1922.

### LUMBER REVIEW

(For December, 1921, and January, 1922) By ARTHUR F. FISCHER. Director of Forestry

A continued increase in the activity of the lumber market during January is noted in the returns so far received from the various mills operating throughout the Philippines.

Returns from 12 mills show a total production of 6,413,532 board feet during January, as compared with 4,961,105 board feet during December, 1921, while shipments during the same period were 6,767,532 board feet as compared with 6,088,504 board feet.

Lumber in stock at the end of January, 1922, at the 12 mills above mentioned was 15,866,531 board feet as compared with 17,770,200 board feet at the same mills at the end of December,

The total production during December from 22 mills was 5,976,895 board feet and the total shipments were 6,989,367 board feet as compared with a production of 8,439,877 board feet and shipments of 7,217,967 board feet during December, 1920.

Total stocks of lumber on hand at the end of December, 1921, for all mills from which reports are received was 22,092,772 board feet as compared with 9,160,520 board feet at the end of December, 1920.

While a number of mills are still closed or operating part time owing to large stocks on hand and tightness of money, the improvement in orders from both local and foreign markets during January and February is relieving this condition and with a continuation of the improved market indicated, production and shipments should soon approach closer to normal.

February 24, 1922.

### THE RICE INDUSTRY

By PERCY A. HILL, of Muñoz, Nueva Ecija, Director, Rice Producers' Association

Both houses of the Legislature have passed the bill increasing the rice tariff from \$2.40, the present maximum under the old Payne law, to \$3.00 per 100 kilos on imported rice. This means that the rice producer will receive 17 centavos more per cavan of palay (44 kilos), and while this amount is rather small it connotes that the standard of living of the actual rice producer or tenant will be increased some P10.00 per vear.

In Miller's Economic Conditions in the Philippines, published a few years ago, it was estimated that the average earnings in rice production for the actual small grower and his family was not over \$\mathbb{P}100\$ per year, being based on the price of the cereal at that time. Present current prices would allow of an increase of not more than 10% as the rice grower, in common with others, was not left permanently richer by the immense inflation and deflation of prices prevalent during the war.

During the last month, the price of palay (unhulled rice) in the shipping points suffered a depression due to the tariff fixing, and the Chinese who control the industry here took

advantage of local needs of ready cash to meet tax demands among the small producers by depressing the price almost one-third; and present buying prices are still lower than they were in the earlier part of January.

Local producers are not selling in large quantities, as the price offered is lower than production cost, while the selling prices of rice itself in the cost, while the selling prices of rice itself in the consuming centers are still high, and would predicate a value 20% higher than that offered for the unmilled product. There is no doubt that the retail end of the rice industry is the really profitable one, and has nothing whatsoever to do with the costs of production. Over a number of years the multiple retail price per ganta, or selling unit, has shown a tendency to fix the cavan price or buying unit at the shipping points, as for instance when rice sells at from 36 to 40 centavos per ganta in Manila, palay should be selling for from \$\mathbf{P}\$3.60 to \$\mathbf{P}\$4.00 at the local shipping points.

In any event, imports will be necessary in the amount of considerably over 150,000 tons. Director of Agriculture, Commerce and Industry of the Dutch East Indies informs the writer that there are ample stocks in both Siam and Cochin China (Saigon) for export and the price is still on a low plane. However, Burma, which leads in both rice production and exportation and practically controls rice prices the world over, is reported as subject to unsettled conditions, the government having extended the India Sedition Act to Burma. This may possibly have some effect on future import prices and on 1923 production.

As an example of world control of markets by the latter country, we are informed that the first nine months export for 1920 was only 104,000 piculs and, in 1921, 14,728,000 piculs, of which 3,482,000 piculs went to Europe. As European exchange normalizes we can expect heavier exports in that direction, in which both Siam and Indo-China will share.

The decrease in Philippine production for 1921-22, as stated in the January review, will necessitate a much larger import than any year since 1917, the retail price of the cereal being increased at those points where inter-island transportation is necessary, as this transportation is still out of alignment when compared with the actual price of rice.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co., Inc.

No appreciable change has been noted in the Tobacco situation, but, if anything, prices show a Sellers, tendency toward lower levels. Sellers, by dwelling upon the fact that no crop has been harvested in the valley this season and that there is but little prospect of the hacenderos planting a crop for the next season, continue in their effort to bull the market. Lacking orders for the finished product except in limited quantities, the buyers' interest in the market is not greatly stimulated by the prospect of being caught short—in fact most of the factories with present stocks greatly in excess of their possible require-ments would rather welcome the prospect of

being short on raw tobacco.

The government still continues to spend money collected from the manufacturers under the provision of the inspection tax in advertising Manilas to retail at 5 cents straight while import-Manilas to retail at 5 cents straight while importers continue to place their orders on a price rather than a quality basis—offering prices that average \$20.50, c.i.f. New York, for 20 pound Londres to retail at 3 for 10 cents. The charges incident to placing these \$20.50 cigars in New York are 35% of the importers' offer— the remaining 65% represents the price the factory is offered to cover all the charges incident to want for the price the section prices. manufacturing. Add to these starvation prices the fact that the American importers insist that the condition of the merchandise be guaranteed by the manufacturer for 60 days after arrival in America and the profits in the cigar business are a glimmer in the gloaming of days gone by. American buyers of the cheaper grades can and

are figuring on the refund of \$3.00 per 1,000 that will accrue to them by reason of the government quality guarantee—and so it is that the government is stimulating the production of the cheaper merchandise.

THE LABOR QUESTION
The contract entered into between the labor union and the manufacturers expired on the 28th of February. While the tobacco workers have had several meetings, nothing had been agreed upon at the time this article was written. Reports of the attitude assumed by the labor reports of the attitude assumed by the labor leaders are conflicting, but it is believed that the leaders have rejected the manufacturers' proposal for a 10% reduction. The Manila factories, by reason of the cheaper labor to be found in Malabon, are unable to compete with Malabon-made Londers and in some instances. Malabon-made Londres and in some instances assume the attitude that if the labor unions are unable to control the price of labor in Malabon to the end that the scale of wage be in har-mony with that paid in Manila, the laborers will have to suffer by reason of the lower wages accepted by the Malabon workers.

It is unquestionably true that workers who demand the wages that apply in Manila are perfectly willing to migrate to Malabon and accept the lower scale that applies there. The explanation that living is cheaper in the provinces although it is advanced, hardly applies in this instance, as in Malabon, being in such close proximity to Manila, the cost of living is, with the exception of rent, reported to be more or less uniform.

Both the manufacturers and the individual laborers are in a position today that will not admit of a disagreement and so it is that they must perforce come to some agreement. Perfect harmony is much more essential just at this moment than minor questions of equity.

## REAL ESTATE

By P. D. CARMAN Vice-President and Sales Manager San Juan Heights Co., Inc.

The following sales in the city of Manila show a considerable drop over last month's trans-actions, which included three unusually large sales. Exclude these extraordinary sales and a sales. Exclude these extraordinary sales and a steady climb since November will be noted, certain districts showing a most satisfactory improvement.

Manila brokers seem to agree that while the number and total value of sales are at present somewhat less than they were a year ago, prices demanded and obtained on the land sales consummated are as high as twelve months ago. Building prices are considerably lower due to greatly lowered costs of materials. One prominent broker states that he has received a number of orders to invest in land bargains but that he has been unable to fill these orders due to an almost entire absence of such "snaps". Two large transactions were mentioned at prices nearly treble those at which the properties were offered three years ago.

The general report is that interest and inpart of 1921 which, of course, indicates that the real estate market is picking up. The current belief of those best informed seems to be that the worst of the depression is past and that conditions are actually approaching normalcy with a strong possibility of a more or less temporary boom when the hard-times dam breaks and releases the pent-up waters of capital. It is authoritatively stated that many millions of capital in the Philippines today are being held out of circulation, hoarded until confidence is restored.

Real estate has probably suffered less by reason of the crisis through which we have been passing than almost any other investment, and now that business has apparently turned the corner, there should be every reason for confidently expecting steady increases in sales at good prices.

### SALES, CITY OF MANILA

DADES, CITT OF MINNEA	
	Jan. 21
	to
	Feb. 20
Sta, Cruz	₱229,443
Binondo	143,500
San Nicolas.	128,675
Malate	55,580
Ermita	39,800
Paco	22,950
Tondo	13,900
San Lazaro	13,004
Sampaloc	8,000
Pandacan	1,000
San Miguel	1.000
Sta. Ana.	160
Sta. Mia	100
Total	₱657,012
DecJan	₱1,273,713
Morr Don	196 221

# Inventory Bill Passed By Legislature

House Bill No. 1237, known as the Inventory House Bill No. 1237, known as the Inventory Bill, was among the measures passed during the recent special session of the Philippine Legislature. The bill, which awaits signature by General Wood, is in the nature of an amendment to the old Inventory Bill. The full text of the essential provision of the new bill is as follows, as translated from the original Spanish by the American Chamber of Commerce:

"Whenever in the opinion of the Collector of Internal Revenue the use of inventories is necessary to clearly determine the income of any taxpayer, the inventories shall be prepared by the tax-payer in accord with a method which the Collector of Internal Revenue, with the approval of the Secretary of Finance, shall precribe in conformity, insofar as is possible, with the best practice of accountancy in the business or industry, or which best determines the income.

In the old law the tax-payer was merely required to make his inventory "in the manner

in which said Collector shall prescribe".

In his explanatory note to the measure,
Representative Ricardo Gonzalez, of the 5th
District of Pangasinan, who introduced the bill

says:
"The purpose of this proposed bill is to extend
the provisions of the Internal Revenue law so as to authorize the Collector of Internal Revenue,

with the approval of the Chief of the Department, to prescribe the methods which shall be followed in the preparation of the inventories which each tax-payer engaged in industry or business must submit to determine the amount of his income subject to taxation.

The law in force provides that the inventories shall be prepared on the basis of the cost of the merchandise and does not permit of any reduction in price resulting from an economic depression being taken into account. This naturally forces a tax-payer to pay a tax upon a value which only apparently constitutes an income when, in reality, it is an actual loss in cases where the cost price of the merchandise is greater than its value in the market."

During the first nine months of 1921, imports into British South Africa amounted to 47,368,364 pounds, sterling, as against exports to the value of 46,419,350 pounds, sterling. Imports decreased 30,000,000 pounds, sterling, as compared with the corresponding period in 1920 and exports were 22,000,000 pounds, sterling, lower.

Official estimates show a decrease of between five and nine per cent in the present acreage of sugar cane in India as compared with the same time last year.

## AMERICANS EXEMPT FROM TAX---BUT . . . .

Eugene A. Perkins, General Counsel of the American Chamber of Commerce of the Philippine Islands, agrees with Paul A. Weems, an pine Islands, agrees with faul A. Weems, an Associate member and a well-known Manila public accountant, that American citizens residing in the Philippines are exempt from taxation under Federal income tax law. He is doubtful, however, he adds, if income tax officials in the United States can be made to see

Asked recently by a client to render an opinion on the matter, Mr. Weems wrote him the following letter:

"Referring to our conversation in reference to the taxation in the United States, under the Federal income tax laws, of American citizens resident in the Philippine Islands, I beg to state resident in the Philippine Islands, I beg to state that, aside from the apparent unconstitutionality of such taxation, I believe that the Federal law itself (of 1918) specifically exempts American citizens, resident in the Philippine Islands, from the Federal Tax. This exemption is found in Sec. 261 of said law, which appears to have been overlooked, both by the authorities charged with the collection of the income tax and the lawyers who recently carried a test case through lawyers who recently carried a test case through the courts. It reads:

That in Porto Rico and the Philippine Islands the income tax shall be levied, assessed, collected, and paid in accordance with the provisions of the Revenue Act of 1916 as amended.

The Porto Rican or Philippine Legislature shall have power by due enactment to amend, alter, modify, or repeal the income tax laws in force in Porto Rico or the Philippine Islands, respectively.

"Pursuant to the provisions of the above section of the Federal Income Tax Law, income taxes were assessed and collected in the Philiptaxes were assessed and collected in the Philippine Islands in accordance with the rates and under the requirements of Federal Law of 1916 until March 7th, 1919, when the Philippine Legislature, under the authority granted it by Congress, quoted above, passed its own income tax law (Act No. 2833). The income tax was thereafter levied under the provisions of that aw until it was amended by Act No. 2926 of the Philippine Legislature, enacted March 26th, 1920.

"It, therefore, appears that the Philippine Legislature having exercised its prerogative to pass its own income tax laws, which apply to pass its own income tax laws, which apply of Filipinos and American citizens alike, such American citizens here having paid their taxes under the provisions of the local law, are exempt from further taxation in the United States."

This letter was referred by Mr. Weems to the Secretary of the Chamber, who submitted it to the Board of Directors, who, in turn, referred it to the Chamber's Counsel for comment. Mr. Perkins, under date of February 25, sent the following reply:

"I have for acknowledgment yours of the 23rd inst. enclosing a copy of a letter written by Mr. Paul A. Weems in regard to federal income tax, upon which you desire my comment. "I guite agree with what Mr. Weems says and

I believe his argument is fundamentally and logically sound; in fact I have discussed the very question with him and have conceded the strength of his argument; nevertheless, I am equally certain, and have also informed him, that there is very little likelihood that the income tax officials at Washington could be made to see it in the same light.'

A comparative report on the declared exports to the United States from Shanghai for the years 1920 and 1921 has been made out at the office of the American Consulate-General. This report shows that the total value of exports for the year 1921, \$57,642,954, registers a decline over the preceding year of \$13,516,271, or fully 20 per cent.

The end of the year 1921 showed a marked improvement in Italian industry, particularly in the textile and automobile fields.

# Captain Heath Tells Shriners About Local Americans

Americans in the Philippine Islands who have spent the best years of their lives in the Archipelago know what they want and when they want it—they resent being told what to do by visitors from the United States before the latter have even had a chance to acquaint themselves nave even had a chance to acquaim themselves with actual conditions. This, in brief, was the text of an address delivered by Captain H. L. Heath, former president of the American Cham-ber of Commerce of the Philippines, on Monday, February 13, at a luncheon given by the Chamber in honor of the visiting Shriners from Seattle at the Chamber's quarters. Mayor Hugh M. Caldwell of Seattle, head of the visiting delega-tion, replied for the guests. Noble "Attaboy" Stearn of Erie, Pa., and Colonel Gordon Johnston of Governor General Wood's staff were the other speakers. President C. M. Cotterman introduced the speakers.

A MOVEMENT OF CENTURIES

Captain Heath began by stating that the occasion of the Shriners of Seattle meeting the Americans of Manila was not a chance incident. but the outgrowth of centuries of westward striving on the part of the Anglo-Saxon race. He traced the march westward of the Angles and Saxons across Europe and then across the Atlantic, later across the American continent, and finally across the Pacific to the Philippines. and inally across the Facinc to the Philippines.
In each locality where stops were made, the progressing race has left its mark, in some places, like on the American continent, dominating and submerging the native population. In the Philippines, he said, we also have traces of different races—the Malayan predominating in the south, with the Chinese or Mongolian assuming increasing preponderance as we go northward.

The small band of Americans in the Philippines, he continued, has established itself in the face of strong obstacles and in the true pioneer spirit, the spirit that urged our ancestors to pen-etrate the wild regions of Central North America soon after the American revolution. icans here, he declared, have our own great and small problems to solve; we have learned the situation and have come to know the people through intercourse and experience; we are a distinctive American community having our own peculiar characteristics, environment and difficulties. In this, he pointed out, we do not differ much from the people of any particular section of the country. They would resent section of the country. They would resent being dictated to or told what to do by people from some other portion of the country.

"We have had people from the United States come here and tell us what we should do," he asserted, "and we are tired of it. We have decided that hereafter it will be the better policy for us to go out and tell our visitors what we want and ask them to get it for us. Out of all the people of prominence who have come to this Chamber from the United States in the past year and a half, only two have asked us what we want, with the idea of helping us get

A MILITARY GOVERNMENT

Captain Heath then told the visitors the governmental conditions under governmental conditions under which the American community in the Philippines exists. "Have you ever been governed?" he queried. "Have you ever been governed by a bureau of the War Department?" "In Washington," he continued, "we are soverned by the Bureau of Insular Affairs, headed by Major General Frank McIntyre, the man who has hurt American aspirations in the

man who has hurt American aspirations in the East more than any man on earth. Another

general, an ex-Army man, is Governor General of the Philippines. With him are Colonel of the Philippines. With him are Colonel Frank McCoy, of the Regular Army, and Colonel Gordon Johnston, of the Regular Army. I am not mentioning these last three gentlemen in any spirit of criticism or depreciation. I only want to show you that we are governed like

soldiers, like enlisted by military men and under military ideas."

"Inhabitants"

"The best man in the United States for the job is now Governor General here—a man of undisputed character and standing. Our only hope is with him. But when he leaves and the status of the Islands has not been definitely fixed, we shall be a lost tribe again."

Captain Heath said that once during Governor

General Harrison's régime he asked Mr. Har-rison just what the status of the American in the Islands was. Mr. Harrison said that the local Americans were "inhabitants" and that their Americans were "inhabitants" and that their only point of appeal was the Philippine Legislature, through the Governor General.

The speaker then contrasted this status with that of citizens of Great Britain or any other foreign power. "The Britisher," he stated, "can appeal to his Consul or Consul General, who will take up the matter at home, and the next thing you know it is in Washington and he gets action. But where do we get off?"

MAYOR CALDWELL EXTENDS INVITATION The applause which greeted Captain Heath's speech was loud and prolonged. Mr. Cotterman then introduced Mayor Caldwell of Seattle, who expressed the appreciation of the visiting Shriners for the splendid welcome extended to them by the Americans of Manila. He declared that he had been in political life for five years and, therefore, understood the point of view of the people who govern from the inside. He was, therefore, not disposed to take sides in the political question that Captain Heath had propounded. He expressed his surprise at the distinctly American atmosphere of Manila, in which respect it differed from other cities of the Far East where the party had visited. Mayor Caldwell dwelt briefly on the charms and advantages of Seattle as a residential, in-dustrial and business center, and invited the members of this Chamber to visit the United States through Seattle.

"ATTABOY" COMING BACK

The next speaker was "Attaboy" Joseph A. Stern, of Erie, Pa., a member of the Shriner delegation. Mr. Stern expressed his appreciation of Captain Heath's speech and assured the Chamber that he would do everything within his power to enlighten his countrymen on the actual state of affairs in the Islands. Mr. Stern, who is a retired merchant well advanced in years, was enthusiastic about the Manila climate and about the Americans here in general. He said that he would most assuredly arrange his affairs so that he can make us another visit soon

COL. JOHNSTON SPEAKS

Colonel Gordon Johnston of the Governor General's staff was the last speaker. Colonel Johnston began by stating that he belonged to the military governmental hierarchy of which Captain Heath had complained, but that he didn't get mad over the Captain's remarks because he is proud of the fact. He said that Lord Northcliffe, whom he characterized as one of the keenest observers he had ever met, had been much impressed during his recent visit to Manila by the absence of soldiers on the streets. Manila by the absence of soldiers on the streets. The distinguished Britisher, Colonel Johnston said, had wondered how we were able to "run the show" without soldiers. He then invited the Shrine contingent to visit the Tondo school the Shrine contingent to visit the Tondo school on the next morning, where some of the wonders accomplished by American administration of the Islands would be exhibited. Colonel Johnston spoke in glowing terms of the educational work here and pointed out the responsibility of the people of the United States for the people of the Islands. He did not want to get into any arguments as to political policy, he concluded, but 23 years ago the United States had announced its policy which is still in effect announced its policy, which is still in effect.

About 150 members and their friends attended the luncheon, which was the outstanding

affair of the month.

# MANILA'S NEW AUTOMOBILE TAX

The following are the principal provisions of the new Manila automobile tax law which went into effect recently:

Exemption from license is granted to automobiles and trucks belonging to the United States, insular, provincial and municipal governments; those not regularly kept and used in the city of Manila, and those for personal use of the consular representatives of foreign nations.

On each passenger vehicle an annual tax shall be paid as follows: Twenty-five centavos for each horse power, one centavo more per kilogram, gross weight, for each vehicle equipped with solid or pneumatic tires, and two centavos additional for each kilogram of gross weight of the vehicle and load when equipped with metal tires. All vehicles for rent in the streets or plazas or in garages and other places for public hire, also all cars registered by the Bureau of Public Works in classes "H," "G," or "P.U." shall pay double the above taxes.

Gross weight for a passenger vehicle means its actual total weight, loaded, calculating 70 kilos for each passenger.

All motor trucks, whether used for cargo or passengers, shall pay a tax of \$\mathbb{P}40\$ for the first ton capacity and one centavo for each additional kilogram capacity.

Trailers of less than two metric tons capacity must each pay P10 annually and those of larger capacity P20 annually.

Motor cycles without side cars are taxed \$\mathbb{P}3\$ a year, and those with side cars \$5.

If original application for license comes between January 1 and March 30, the full year's tax shall be paid; if application is made in the second quarter, only three-fourths of the annual tax shall be paid; if in the third quarter, one-half of the tax is assessed; and during the last quarter, only one-fourth of the annual tax will be required.

The taxes do not apply to new and unsold cars still in the possession of merchants for demonstration and sale.

All the money collected from this tax goes to the fund for the construction and repair of the streets of Manila.

Fines for violation range from \$25 to \$200.

## A PECULIAR CASE

The Wisconsin Industrial Commission has been hearing a case of unusual interest. George Rockel, Milwaukee, an office building manager, lost the sight of an eye after being struck by the elbow of an attorney when the two men stooped to pick up a man who had fainted in his office where the three were together. Mr. Rockel claims that the injury was sustained in the performance of his duties and demands compensation.

The United States is now second to the United Kingdom as a source of imports into India, the baing over 10 per cent. The American share being over 10 per cent. The principal American imports into India are, in the order of value, automobiles, mineral oil, iron and steel, machinery, instruments and apparatus, and tobacco (mostly cigarettes).



EDITORIAL OFFICES

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

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MARCH, 1922

No. 3

### CAPTAIN HEATH

Feeling that other hands should guide the affairs of the American Chamber of Commerce of the Philippines after he had performed the task for two terms, Captain Herbert L. Heath refused renomination as president at the last meeting of the Board of Directors. Though no longer an officer, Captain Heath still remains a member of the Board of Directors, where his experience and wise counsel will be of inestimable value in assisting the new régime. The editor of the *Journal* and the Publicity Committee believe this is the proper time to express the Chamber's appreciation of Captain Heath's past services and their high regard for his inspiring personal qualities and energy.

Captain Heath was one of the moving spirits behind the formation of the Chamber in 1920. He was chosen its first president and re-elected in 1921, thus devoting a year and a half to the most trying and difficult stages of the Chamber's existence. The task of organizing, unifying and solidifying the American community in the Islands had for years been regarded as a hopeless one—but now it begins to look as though it were not impossible of realization. Americans in the Islands now feel as though they have a 100 per cent organization of their own which will look out for their interests as Americans and which is not subject to local political influences. The confidence and trust that Americans repose in the Chamber is best demonstrated by the numerous communications received from the provinces asking for the Chamber's support and cooperation.

This state of things has been brought about largely through Captain Heath's indomitable energy and personal leadership. In the face of most difficult situations and contrary influences he has consistently maintained a simon-pure, strong, American attitude, faithful to a fault to American nationalistic ideals and true to the best interests of the American community. This attitude or policy he has maintained in contravention of his own personal, private interests at times. Having been solicitous for the welfare of the American community, it may be said that he has also looked after the best interests of the Filipino community and the Philippine community as a whole, for, in the last analysis, all these interests are closely associated and the prosperity and happiness of one spells the prosperity and happiness of the others.

Captain Heath's year and a half of leadership has not been without its bitterness and wormwood. Like all strong personalities, he has made occasional enemies and has created sporadic opposition; but through it all he has preserved the esteem, respect and admiration of all the members—and that perhaps was the secret of his success.

More than any individual in the Chamber, Captain Heath was responsible for the establishment and growth of this *Journal*, which has been his personal hobby and pet and in which he continues to show a deep and valuable interest. One of the outstanding benefits derived by the Chamber during Captain Heath's administration is the world-wide publicity secured through his articles in the Chamber of Commerce Journal and the press dispatches evoked by these articles. He has literally "placed the Chamber on the map," and made of it a force to be reckoned with in all matters affecting the Philippines.

It has been said that no other man in the Chamber can combine all the necessary qualities that are required for a successful continuance of this organization, but Captain Heath himself, the Board of Directors and the members feel that in Mr. C. M. Cotterman, the new president, the Chamber has found a leader who can step into Captain Heath's shoes and ably and adequately continue the work which the Captain has so admirably begun.

## JUDGE WILLIAMS ON McINTYRE

On February 15, the Board of Directors of the American Chamber of Commerce of the Philippines passed the resolution appearing elsewhere in this issue protesting against the continuance of Major General Frank McIntyre as Chief of the Burcau of Insular Affairs. Such a resolution was a not illogical sequel to the editorial entitled "General McIntyre On Lobbying" which appeared in the February issue of this JOURNAL. Now comes Judge Daniel R. Williams, one of the alleged "lobbyists," and takes General McIntyre severely to task for his censurable neglect of American business interests in these Islands for nearly five years.

It is this neglect of the interests of the American business man in the Islands that has aroused the general resentment felt toward General McIntyre ever since his last visit to the Islands three or four years ago. At that time the General met many American business men here, talked with them, asked for their opinions and recommendations and then promptly forgot everything he had heard. Wrongly or rightly, the general impression then was that he was favorable to the administration of Francis Burton Harrison—than which nothing more condemnatory can be said of a man locally.

It is gratifying to learn from Judge Williams' letter that the new United States revenue act after all does afford retroactive exemption on Philippine incomes. This is the interpretation made of the sections applying to these Islands by a number of local attorneys and lay experts. It appears, therefore, that General McIntyre was a bit hasty in upbraiding the Manila "lobbyists" for their futile efforts to bring about relief for Americans doing business in the Philippines so that they might compete on an equal footing with foreigners. Perhaps they could have secured quicker and more satisfactory action by going to General McIntyre, but we doubt it. There is nothing in his past record to show that he had any excess of affection or consideration for Americans in the Philippines.

Probably the most amusing feature of General McIntyre's plaint, as pointed out by Judge Williams, is the former's expectation that the Americans in China should rely upon him also. Why not call it the Bureau of Asiatic Affairs?

## INTER-ISLAND SHIPPING

In an insular country like the Philippines, good shipping communications can be of inestimable value. Sea lines of communication can do almost as much as inland roads in developing commerce and industry. The 3,000 odd islands of the Philippine Archipelago should be connected up by a network of sea roads in the form of boat lines. Ocean steamers ply between the principal ports now. What is needed more urgently, however, is an increase in the number of smaller vessels, of the sort that can serve as feeders for the ocean liners and distributors of incoming freight from abroad.

The local office of the United States Shipping Board, it is understood, has for some time been trying to interest the home office in inter-island shipping. Thus far, however, nothing has been done along that line. Private enterprise is also considering entrance into the Philippine interisland transportation business on a sizable scale, but it is understood that the present law which compels all companies to be owned exclusively by Americans or Filipinos operates to keep private initiative out of this field. At the same time, it is an open secret that this law is being constantly violated by foreigners in the shipping business.

The present inter-island vessels are antiquated and lacking in adequate passenger accommodations. One old tub of the vintage of 1875 still plies regularly between Manila and the southern islands—and she is one of the most palatial steamers on the run. Lloyd's register shows but few older extant exemplars of the steamboat.

The worst feature of the inter-island shipping situation, however, is the disproportionately high rate schedule. It is notorious in Manila shipping circles that it costs more to send a bale of hemp from Leyte to Manila than it does to send the same bale across the Pacific ocean. Instances such as these are quoted quite frequently by business men. During the war, local shipping rates went skyward, the shipowners alleging increased costs in all items that go to make up expense of operation. When prices began to tumble a year or so ago, the shipowners still kept on asking for higher rates, out of pure habit, as it were. A complacent Public Utilities Commissioner has not seen the necessity or justice of having rates reduced.

Lower inter-island shipping rates would stimulate trade in Philippine products, thus tending to give the grower better prices. At the same time the prices of the articles that he uses and which must be brought from a broad will go down, thus reducing his cost of living and other expenses—a double benefit for the producer.

A system of modern, swift and serviceable steamship lines, connecting up the principal minor seaports—and these with the large ports—and reaching some of the hitherto neglected and unexploited regions of the Archipelago, will be of immeasurable value in developing the Islands economically. Governor-General Wood on more than one occasion has expressed his desire to see the inter-island shipping service improved and extended. The government can apply itself to no worthier or more constructive effort.

### ARBITRATION OF DISPUTES

The suggestion has been made to the Board of Directors that the American Chamber of Commerce of the Philippine Islands should have a committee on arbitration to formulate rules for the settlement of disputes arising between members or between members and outsiders, here or outside of the Islands. The main idea back of this proposition is that in a large proportion of cases the disputes can be settled outside of court to the satisfaction of all parties concerned, thus obviating litigation.

It may be news to the majority of members of this Chamber, it certainly is to some, that two commercial disputes have been submitted to this Chamber for arbitration and both have been satisfactorily settled without litigation.

This form of settling disputes of a commercial nature is not original with this Chamber. It has been followed successfully by chambers of commerce in the largest cities of the world and is now a permanent institution in most of them.

The Chamber is in possession of sufficient data on the subject to enable a committee to proceed with the formulation of a workable set of rules and regulations for arbitration procedure within the Chamber. It should be noted that, in any event, abitration will be voluntary, but that once a case is submitted for arbitration, the decision must be considered final and binding upon both parties.

Members of the Chamber are requested to express their views on the proposition before March 31. If there are any objections to the general plan they should be registered before that date. Those who voice no objection to such a plan will be assumed to favor it. Address all communications on the subject of arbitration to the Secretary.

### PHILIPPINE FOREIGN TRADE

The statistics on the foreign trade of the Philippine Islands for the year 1921, given in the February issue of this JOURNAL, will bear careful analysis and might be used as a warning to Washington statesmen, a warning that American business is losing its grip even in our own insular possessions and that the foreigner is making slow but steady inroads into our own fields.

To us the most significant fact brought out by these statistics is the decrease in the percentage of total foreign trade carried on with the United States. In 1920 the United States had 66.5 per cent of Philippine foreign trade. In 1921 this percentage was reduced to 61.7, Japan, China, and the Netherlands have captured an increasing proportion of our foreign business.

We also note with apprehension the fact that Great Britain is rapidly resuming her predominant position in the Philippine foreign carrying trade. British vessels carried 43.2 per cent of Philippine foreign trade in 1921, as against only 37.4 per cent in the year before. American vessels were in second place in 1921, with 35.3 per cent, as compared with 45.3 per cent in 1920, when they were in first place.

These figures speak louder than words of the gradually decreasing American foreign business. This condition, it appears from various reports, is prevalent all over the world. Competition is becoming keener and the European and Asiatic countries are crowding the world's market places with goods and salesmen that are giving the American goods and salesmen a hard run for the business.

The United States Shipping Board and other authorities in Washington now appear to be trying to help out American foreign trade, but small, selfish, individual "blocs" in Congress—concerned only with matters visibly and directly affecting their own constituents and their own particular districts—are making it difficult to put through national legislation of a more than local or regional application.

The foreign trade of the Philippines—an American possession—is being absorbed by foreigners. That should serve as an object lesson to those in the national capital who have not as yet come to realize what an important factor in the nation's business the foreign trade of the country has become.

### TO OUR READERS

A gratifying response has been received to the cards sent out last month enabling members of the Chamber to subscribe to the JOURNAL without inconvenience. Nearly half the members of the Chamber are now regular subscribers—but that is not enough. We need the help of all to make the paper what we desire it to be, a truly representative organ of the American business community in the Islands. With every member subscribing, thus actively supporting the paper, and each one taking a personal interest in the JOURNAL's policy and contents, it can grow into a much more important and influential organ than it is today.

Members can either pay their subscriptions in advance or request the Secretary to include the subscription cost—₱1.50 a quarter—in the regular quarterly statements. The cost of publication is high for a journal of this type—the last issue, for example, costing considerably more than the subscription price per copy for mechanical production, including paper.

Members and non-members who desire to continue receiving the paper are urged to have their names placed on the subscription list immediately.

### WEEKLY BANK REPORTS

Special Bank Examiner Ben F. Wright is to be commended for his newly inaugurated plan of issuing a weekly consolidated bank report showing 18 items of interest in connection with the finances of Manila's banking institutions. The statement, as issued by Mr. Wright, is the most complete and informing we have anywhere seen. It includes, we note, the item of "debits to individual accounts," which at present is replacing the clearing house totals in most American financial centers as an index to the volume of business.

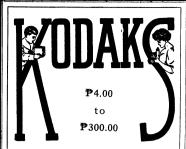
Such statements as these, regularly issued, make it impossible for secret operations such as injured the Philippine National Bank under the Concepción régime to be carried out. They are a safeguard of the public's funds.

### THE PORT COMMISSION

On another page of this issue we print an unofficial, but accurate, translation of the Port Commission bill passed by the Philippine Legislature and awaiting the Governor General's signature. The Collector of Customs, quite properly, is constituted the permanent chairman of the Commission, composed of five members, whose chief function will be to exercise general supervision over the handling of cargo arriving and leaving by steamers. It is also empowered to lease or sell the government's cargo-handling plant—an: it is reliably reported that such a lease is contemplated.

Since the matter of cargo-handling is one that vitally concerns all merchants and since Manila is a port under the American flag and therefore one in which American shipping interests are deserving of primary consideration, it would seem that at least one of the five members appointed to the Board should be a member of the American Chamber of Commerce and act in representation of this Chamber. That is a point the settlement of which lies within the discretion of the Governor General.

The American Chamber of Commerce has devoted much time and study to the port question and is even now engaged in gathering the latest and most authentic data pertaining to cargo handling and port management. It would like to be of service in utilizing this data for the benefit of the business community.



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### GACHES REVIEWS P. I. BUSINESS

Predicting a brilliant future for Philippine business because the wants of the people are constantly increasing Samuel F. Gaches, president of C. Alkan, Inc., Manila, has written a review of Philippine business which was printed in the seventeenth annual trade review number of Typewriler Topics, the international office equipment monthly. Mr. Gaches' article follows: "The Philippine Islands are today feeling the

reaction of war prosperity. Exclusively an agricultural country, producing hemp, copra, sugar and tobacco, the war made the Philippines a favored spot in an otherwise disturbed world. After the first two months of stagnation following the outbreak in 1914, the prices of all four staples increased steadily, reaching the highest point in the fall of 1919 and the spring of 1920. The combined value of exports increased from two hundred million in 1914 to six hundred million in 1920. The average unit value of the products of the country increased three-fold. The revenue of the government increased in proportion. The expenses followed the increase as a matter of course.

### PEOPLES' WANTS INCREASED

"Essentially progressive, their desires intensified by universal education during the years of American occupation, the Filipino people needed only the medium of ready money to possess all those things which are a part of western civilization. Public buildings were erected in provincial capitals and municipalities. Typewriters, adding machines, steel filing cabinets, and safes were imported to give them modern equipment. Magnificent trunk roads were built. Automobiles and trucks followed as necessities. New lands through which the trunk roads ran were opened up to settlers. To rotors took the were opened up to settlers. Tractors took the place of the slow moving carabao and gang plows made thousands of acres ready for sugar planting. The latest styles in hats, collars, neckties, clothing, socks, shoes, and underwear, were in demand. Homes were built and furnished in the most approved American style.
"The last months of 1920, following the down-

ward trend in prices of commodities, showed a slight falling off in business, but the real slump did not come until the opening of the year 1921. The world stopped buying. Hemp, which had always constituted the major part of the exports, began rapidly to seek a pre-war level; sugar and tobacco reached the lowest marks since 1907, with no buyers at that figure; copra alone maintained a fair price. Export and import houses established during the war closed their offices and withdrew their representatives.

### THE DUMPING PERIOD

"Imports, however, continued to increase. Goods which had been held up in New York and Pacific ports began to arrive. Merchandise contracted for in 1919 and 1920 while times were good and orders difficult to fill came in with the good and orders difficult to fill came in with the old high prices on the invoices. Every manufacturer in the United States who had a back order for the Philippines strained every effort to get that order filled during the fall of 1920. Most of them succeeded, and the warehouses of Manila were filled with goods which arrived too late to find a ready market.

"The year 1921 has been a year of effort to

The year 1921 has been a year of effort to unload accumulated stocks. Losses have been and are still being taken, but the merchandise is slowly moving out—at a figure. It will probably take from eight to twelve months to clear the stocks of Manila and get business to a normal turnover. Bankers are cooperating and it is unlikely that any well-established business house will be more than temporarily inconvenienced in the readjustment.

### OFFICE EQUIPMENT OUTLOOK

"Along certain lines the future of office equipment is bright in the Philippines. Although there are excessive stocks of all mechanical office devices, including typewriters, adding machines, cash registers, sales, and steel filing cabinets in Manila, they should find a market during 1922. Typewriters are in general use throughout the Archipelago, and as merchants become more

prosperous they find the need of adding machines and cash registers. Steel filing furniture will be the most difficult to sell. The sales of 1919 and 1920 were largely due to the newly established import houses and the government. The government is practically out of the market for the present on account of the necessity of practicing economy; the import houses have closed, leaving the field largely to the old well-established firms who are themselves well supplied with modern steel cabinets.

"Foreign politics have little effect on the Philippine Islands except in so far as they relate to affairs in the Orient. The prosperity of the Philippine Islands and the success of every business house, whether exporting or importing, depends on the economic situation. Good crops with good prices make good business.

### A GROWING MARKET

"The benefits of the free trade between the United States and the Philippine Islands are mutual. This is a growing market for the American manufacturer which, if fostered, will in years be an important item in American export

"The outlook for business in the Philippines in 1922 is good. The booming years of 1919 and 1920 must be forgotten and the years to come taken as a continuation of 1913 and 1914. The high prices brought on by the war caused new lands to be tilled, created new desires for better things among the Filipinos, and it is only a rank pessimist who can look for a return to pre-war

days.
"A whole generation has reached maturity since the war began in 1914. It has become accustomed to treat as necessities things which accustomed to treat as necessities things which were formerly luxuries—it has created new luxuries for itself—it will go on creating and striving to attain. The outlook for the future is excellent."

### PHILIPPINE-AMERICAN CHAMBER PICKS OFFICERS

The Philippine-American Chamber of Com-

merce of New York has elected the following officers to hold office during the coming year: President, Charles J. Welch, Welch, Fairchild & Co.; vice-president, Charles B. Orth, Hanson & Orth, Inc.; treasurer, Adolph Kopp, Philippine National Bank; secretary, Vicente Villamin, a Filipino business man in New York. Directors: H. Parker Willis (chairman); E. B.

Directors: H. Parker Willis (chairman); E. B. Bruce, president Pacific Development Corporation; P. F. Ellis, manager Asia Banking Corporation; Carl W. Hamilton, president Visayan Refining Corporation: Adolph Kopp, manager, Philippine National Bank; G. T. Lincoln, partner Henry W. Peabody & Co.; William S. Macleod, vice-president Macleod & Co. (International Harvester Co.); Charles D. Orth, president Hanson & Orth, Inc.; John H. Pardee, president L. G. White Management Corporation; L. L. J. G. White Management Corporation: L. I. Sharp, vice-president International Banking Corporation; R. J. Trodden, representative Barber Steamship Lines; F. P. Pipe, representative Compañía Tabacalera; Vicente Villamin, representative of various Philippine firms: Charles J. Welch, president Welch, Fairchild & Co.; H. A. Whitlock, vice-president Whitlock Cordage Company; Charles F. Wreaks, director Wilcox, Peck & Hughes. G. White Management Corporation; L. I.

A move has been started in Peking, Shanghai, and clsewhere in the North China to raise the \$30,000,000 needed to buy back the Tsinanfu-Tsingtao (Shangtung) railway from Japan. Students' organizations, chambers of commerce and other organizations are taking the initiative to obtain the needed sum through the sale of bonds secured by the railway. David Z. T. Yui, one of the "people's delegates" to the Washington Conference, who has just returned to China, is active in his support of the measure.

### Judge Williams Answers McIntyre

The following letter by Judge R. Williams is a telling rejoinder to the charges of "lobbying" made by Major General McIntyre against American in the Philippines and China. It might be of interest to readers to know that the total amount of money collected by the American Chamber of Commerce of the Philippines in connection with the income lax activities and representation in Washington is P27,055.59—all donated by voluntary contribution. Of this sum, the amount of P19,163.95 was spent from January to November, 1921, inclusive, leaving a balance on hand of P7,801.64. The expenses include salaries of representatives, exchange, cable tolls, travelling expenses of representatives, postage, office rental in Washington, printing, and various incidentals. It is certain, therefore, that the Manila Americans did not spend a very large amount of money on "lobbying" activities.—The Editor.)

307 Robert Dollar Building, Shanghai, China, February 4, 1922.

President.

The American Chamber of Commerce, Manila, P. I.

DEAR SIR:

I am enclosing you herewith clipping from the Shanghai Evening Star of February first—which item has doubtless appeared in your Manila papers. As you will note, General McIntyre of the Bureau of Insular Affairs is there quoted of the Bureau of Insular Affairs is there quoted as having written Governor-General Wood that "lobbyists" from the Philippines and China hurt the cause of American interests in connec-tion with revision of the federal tax law. Inasmuch as these alleged lobbyists repre-sented respectively the American Chambers

McINTYRE'S STATEMENTS

"In my opinion, we would have been more fortunate had it not been for the presence in Washington for active lobbyists not ence in Washington for active toboyists not connected with the government, particularly representing the Chinese trade. The dis-cussions in Congress showed that Senator La Follette and others gained the impression that they were trying to impose on Congress by false assertions as to what the British and

oy Juse assertions as to what the British and other foreign tax laws provided.

"As a result of this, the provisions inserted by the House to protect foreign traders and foreign trader corporations," were stricken out in the Senate. You will also note that in Section 262 of the act as it passed, there was inserted paragraph b, which is a rather crude effort to embody the British provision: but, as it does not include several other provisions of the British law bearing on the same point, the interpretation of it is

very uncertain.
"The cablegram which you sent on this subject was used and produced a good effect.
It is difficult to insist on it without

having the appearance of desiring to crush private effort, but I think that the American interests in this matter would have been a great deal better protected had they only sent their views through the Governor-General."

(Extract from a letter by Major General Frank McIntyre, Chief of the Bureau of Insular Affairs, Washington, D.C., to Governor-General Wood, as published in the Manila Times of January 10, 1922.)

of Commerce of the Philippines and of China, these views of the aforesaid Bureau Chief reflect somewhat harshly upon the judgment and good sense of the men back of these organizations.

I do not know how your Chamber feels about it,
but I can say that Americans here are a bit wroth and refer to the lecture given them as "swivel chair drivel." Let us see where the <sup>facts</sup> lead us.

No Action From Washington Under the 1918 Revenue Act, American business in the Philippines became subject to the ness in the Philippines became subject to the U.S. income tax, while that of its foreign competitors was exempt. Here was a palpable injustice to American interests in the Islands which General McIntyre, particularly charged with l'hilippine affairs, should have been vigilant to detect and energetic to correct. What happened, however? The years 1918, 1919 and 1920 passed-with their impossible accumulation of taxes and penalties-with no apparent effort on the part of the Bureau of Insular Affairs to force a correction of the evil. It was then that your

Chamber, despairing of help through "govern-mental channels," decided to send a representative to Washington at your own expense that he might tell the facts to Congress and try and



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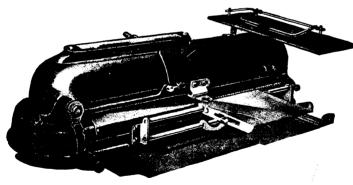
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save the situation. It fell to my lot, and later to that of Mr. John S. Hord, to undertake this task. I speak advisedly in saying that in the campaign undertaken by us comparatively little assistance was rendered by the Bureau of Insular Affairs. This is particularly true of our efforts to have the relief made retroactive to include the years 1918 onward. We were told by the Chief of that Bureau that insistence by us upon the retroactive feature would seriously prejudice. if not defeat, our case.

A PROBLEM OF EDUCATION
Your representative found that most Senators and Congressmen had never been informed, and had no idea whatever, that Americans in the Philippines were being penalized in favor of foreigners. The whole problem resolved itself very early into educating Congress and the public generally as to the facts; that is, the iniquity and absurdity of discriminating against our foreign traders while spending billions upon a merchant marine and other agencies to "develop" our foreign commerce. What was done in this regard, largely through the efforts of your representative and those of Messrs. Powell and Seitz of Shanghai, you already know.

Mr. Taft (through the Philadelphia Public

Ledger and the chain of papers served by it) condemned the 1918 Revenue Act in its application to the Philippines and urged that Congress give immediate relief. The United States Chamber of Commerce, representing the enlightened opinion of the business men of our country, went strongly on record against the policy of taxing Americans upon income sources outside the United States.

The National Foreign Trade Convention at Cleveland, attended by representatives of practically every import and export house in the United States, unanimously favored exempting our foreign trades from this unequal burden, the concluding paragraph of their resolution reading:

The United States is the only great commercial nation which pursues this policy and we urge Congress to abandon it in the forthcoming revision of the revenue laws.

The delegates to this Convention were instructed to write their Senators and Congressmen urging that this handicap to our foreign trade be removed.

Herbert Hoover, Secretary of Commerce, in

addressing the Annual Convention of the United States Chambers of Commerce at Atlantic City in April, 1921, said:

Every merchant will agree with me that the sale of goods abroad is a matter of salesmanship and national sentiment as well as of quality and prices. None except our own citizens can properly represent these factors. We can liken our present tnese factors. We can liken our present foreign marketing system to a supply train and a general staff, with no fighting men on the front. Our competitors hold the front line and naturally we lose the market when competition arises. If our laws are inadequate to stimules are trained to the competition arises. inadequate to stimulate, protect and give equality to American citizens who exile themselves in trade abroad, then we should legislate further. One thing is certain, that so long as non-resident Americans are the only nationality who pay taxes to their home government on foreign earnings, they have no equality in competition.

The above was quoted on the floor of the Senate on July 26, 1921, by Senator Ransdell, of Louisiana, who further stated:

Do you, Senators on the other side of the aisle, know that when a private exporter in this country sends his goods to Europe, Asia, or Africa he has to pay income and excess-profits taxes on his earnings, while his foreign competitor who sells goods in the same countries does not have to pay those taxes at all? The United States is the only country in the world which imposes income

ountry in the world which imposes income and excess-profits taxes upon the earnings of her people engaged in foreign trade.

\* \* \* At the proper time, no matter what issue the pending bill may take, I propose to offer an amendment to the revenue laws correcting that great inequalities. ity and placing our foreign traders on terms of parity with the traders of other countries.

John Hays Hammond, in addressing the Cotton Growers Association at Philadelphia, made much the same statement as that of Secretar. Hoover above quoted.

PLENTY OF SUPPORT

The exemption in question was backed by the The exemption in question was backed by the Traisury Bureau, which Bureau recommends revenue legislation. Both the State Department and the Department of Commerce were solidly behind the China Trade Act, which carried this tax exemption feature. The New York Journal of Commerce, the most influential trade publication in the United States, came out flativ and repeatedly in favor of placing our foreign traders on an equality with those of other countries. The New York *Tribune*, commenting editorially on the attitude of Congress in the matter, said:

The American government's ability for handicapping business that the overwhelming majority of our people would encourage amounts to almost positive genius.

Without exception, so far as I know, the proposed relief was supported and urged by every posed relief was supported and urged by every trade journal and every trade organization throughout the United States to whom the matter was referred. It was also supported by every person or concern having the most rudimentary knowledge of our foreign trade and its imperative requirements.

As you know, through the initiative of your Chamber, Acting Governor-General Yeater sent a cable to the Secretary of War strongly urging favorable action in the matter by Congress and stating that bankruptcy faced most Ameriand stating that bankruptly faced most American concerns in the Islands unless relief was granted. The same is true of cable along much the same lines sent by General Wood and Governor Forbes, which cable was transmitted at your initiative and not through recommenda-

your initiative and not through recommenda-tion of the Bureau of Insular Affairs. When General McIntyre states, therefore, that "lobbyists from the Philippines and China hurt the cause of federal tax revision," he bulks in with them and equally condemns Chief Justice in with them and equally condemns Chief Justice Taft, Secretaries Hughes, Mellon, and Hoover, John Hays Hammond, Acting Governor-General Yeater, General Wood and ex-Governor Forbes, the United States Chamber of Commerce, the National Foreign Trade Council, and every person, organization and newspaper throughout the United States with intelligence and patriot-

ism enough to examine the facts.

All of the above were back of your "lobbyists," standing sponsor for their arguments and the righteousness of their cause.

No Special Interests Served By his sweeping criticism General McIntyre also condemns the business men of the Philippines and of China, who, through their representatives, were asking Congress for a square deal and that it refrain from stacking the cards

in favor of their opponents. No special interests were involved in the de-No special interests were involved in the demand upon Congress nor were any special privileges requested. It was simply a struggle to relieve our foreign trade generally from the handicap of the 1918 Revenue Act, and to give such trade a fighting chance for success in the markets of the world. In the event of favorable action by Congress it would profit American business men in Mexico City, Buenos Aires, and Patagonia, equally with those resident in Manila or Shanghai. No person of intelligence ever or Shanghai. No person of intelligence ever disputed this fact or reflected upon the bona fides of the arguments advanced by your representatives. The House of Representatives by a vote of three to one passed the China Trade Act, with tax exemption included. The fact that this latter feature was stricken from the Senate this latter feature was surfacent from the senate bill was not due primarily to any antagonism thereto, but largely because the Committee believed it was a matter to be included in the general revenue act. This was later done. After full hearing, the Senate Finance Committee meridial in the page 1821 of the property act that income provided in the new revenue act that income derived from sources outside the United States should not be taxed. This indicates that the "process of education" had made substantial progress, with every chance for full relief at an arrived to the work of the substantial progress, with every chance for full relief at an arrived to the substantial progress, with every chance for full relief at an arrived to the substantial progress. early date. We might state, incidentally, that

(Continued on page 30)

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# CHAMBER NOTES



In the lobby of the Chamber quarters is a register for visitors. Most of the members who come in from the provinces overlook the value of making use of this register. By consulting it, merchants will know that certain provincial visitors are in town. Not only merchants, but friends of members residing in the province will in this way be able to find out provinces will in this way be able to find out when such members are in Manila. Registering at the Chamber when coming in from the provinces is a good and valuable habit to acquire.

The Carnival broke in during the first half of February and prevented the special sections of the Chamber from doing anything substantial. It is expected that during this month increased activity on the part of the specialists will be partifected. will be manifested.

Major Wm. H. Anderson was among those who left on the *Empress of Asia* the latter part of February, en route to the United States. The Major was here for about five months and now will vegetate for another half year or so in the wilds of New York.

Another of the flock to leave for the United States during the month was Associate member Henry Dusdicker of Tacloban, Leyte. Mr. Dusdicker goes on a well-earned vacation.

Among those who returned from the home-land during February was Victorien Meyer, the embroidery expert, an Associate member of the Chamber. Mr. Meyer is one of the mem-bers who does not neglect his Chamber and is frequently seen in the sleepin regularity. frequently seen in its classic precincts.

Another Active member was added to our rolls during the month of February in the person of Henry W. Elser, the well-known real estate operator, capitalist—and, incidentally, yachtsman. Mr. Elser has chartered Edwin Burke's magnificent vessel, the *Bronze Wing*, and in the company of a dozen friends is touring the such that Burke's and the company of a dozen friends is touring the southern Philippine group on a combined business and vacation trip. Mr. Elser has acquired the Active membership of the late Henry Hase. mever.

Like Grover Cleveland, ex-President Heath is finding an outlet to his overabounding energies in fishing. Captain Heath has let a contract for the construction of a specially-designed fish-boat in which he intends to hunt down the elusive denizens of the deep in and about the waters of Laguimanoc, Tayabas.

When Captain Heath has thoroughly demonstrated the possibilities of Laguimanoc as a fishing field, a number of other members have pledged themselves to join in organizing a fishing club having Laguimanoc as its base of operations. Captain Heath has made a number of exploring expeditions recently to the Tayabas John Gordon has agreed to design and construct an elegant nipa shack to serve as sleeping quarters for the fishermen.

Col. Henry B. McCoy has until recently been regarded as the champion fisherman of the Philippines, but he had to submit meekly to the claims of a Round Tableite who stated that a 250 kilo pompano had been caught in the vicinity of Manila recently. This gentleman does not claim to have caught him, but states that he saw the fish weighed.

Everybody notes with pleasure the return of George H. Fairchild to the noonday gatherings at the Chamber restaurant.

We are asked to invite the particular attention of war veterans to the fact that Tuesday is Baked Beans day at the restaurant. The cook has been taught a formula in vogue in the old "buzzycot" days.

Among those who left for the United States last month is Julius Reis, president of the Manila Trading and Supply Company. Mr. Reis genial smile and stock of anecdotes of the early days are missed at the daily gatherings.

Mr. Carlisle, one of the big men of the Studebaker Corporation and a visitor to the Islands at the instance of Governor General Wood, was a guest of the Round Table early last month, having been introduced by Col. Gordon Johnston. Mr. Carlisle presented some interesting phases of the American shipping problems. phases of the American shipping problem.

J. E. ("Dinny") Doyle, managing editor of the Shanghai Star and a member of the editorial staff of the China Press, attended a Round Table Conference shortly after the Carnival, the topic of discussion being the political position of China. Mr. Doyle revealed a large number of new and absorbing facts relative to the Chinese situation.

In pursuance of the policy enunciated by Captain Heath in his talk before the Shriners, all the guests from "foreign" countries at the Round Table are liberally and thoroughly informed on the real political and commercial status of the Philippines.

W. W. Harn, one of our members now in the United States, writes that he expects to return to Manila about the beginning of April.

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Vegueros Finos

Vegueritos

Not to blow our own horn, but just to show that the JOURNAL can do a lot of missionary work in the way of publicity, we quote from a letter received by the Secretary in the last mail from a member now in the United States:

The JOURNAL is increasingly interesting and I have found it very valuable in assisting me to procure data for inquiring business men in this country, and have loaned my copies to several such persons who were interested in the Philippines and who may become future investors in that country."

Members are especially invited to give attention to the arbitration proposal now under consideration by a special committee and briefly presented in the editorial columns of this issue. This feature of Chamber activity has become very important and valuable in a number of chambers of commerce in the United States.

A burning question in Chamber circles is that of quarters for the Chamber. The lease on our present quarters expires on April 30. A number of offers have been made, but the Board of Directors has taken no definite action.

Julian Wolfson collected ₱10 for the American Guardian Association from his father one day when the latter twice repeated stories told at previous sittings of the Round Table.

The Chamber is in receipt of 10 copies of the Cebu Business Directory for the province of Cebu, 1921, published by the Cebu Chamber of Commerce. Business firms are arranged alphabetically and also in classified order. The work is apparently carefully done, and the book should prove of value to all firms interested in Cebu business.

General Baron Giichi Tenaka, former Japanese Minister of War and a member of the Supreme Military Council for Japan, is due to arrive in Manila with his staff and former Consul General Kurusu on the Empire State about March 4 and to sail from Manila on March 19, returning the visit of General Wood to Japan last spring. The American Chamber of Commerce, through Chairman Rosenstock of the entertainment committee, is scheduled to entertain the distinguished visitors in the forenoon of Thursday, March 16.

The following self-explanatory letter has been received by the Secretary of the Chamber:

Franklin Chamber of Commerce Franklin, Indiana

January 24, 1922.

The Secretary, American Chamber of Commerce, Manila, P. I.

Dear Sir

There is leaving our community a man by the name of John B. Ferguson to take up the ministry of your American Union Church. This organization wishes to recommend him to your city as one of the very highest types of men. He is a wonderful man in many respects. He has a fine family of wife and six children. He has for nine years been pastor of the Hopewell Presbyterian Church which is about three miles from this city, and it is one of the greatest communities in the United States, so rated by the Literary Divest

Rev. Ferguson is a good mixer among men and a good speaker and a good business man. We trust that you will get in touch with him soon after his arrival and give him a chance to meet the business men of Manila. He is worthy of the best you have to offer.

Very truly yours,

(Sgd.) A. L. TAYLOR, Secretary-Manager.

W. W. Harris, of Dee C. Chuan and Company, who has been on a visit to the United States, is back in Manila. Mr. Harris is an Associate member of the Chamber.







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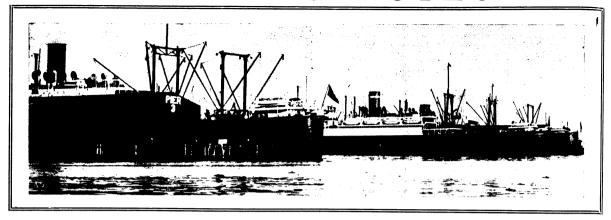
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### SHIPPING NOTES



### TEXT OF HAGUE SHIPPING RULES

From the columns of the Export Recorder of Amsterdam, Holland, we take herewith the full text of the Hague Shipping Rules for 1921 which went into effect on February 1 and on which an article appeared in the February issue of the American Chamber of Commerce Journal.

### ARTICLE I.—DEFINITIONS

"Carrier" includes the owner or the charterer who enters into a contract of carriage with a shipper.



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"Contract of carriage" means a bill of lading or any similar document of title in so far as such document relates to the carriage of

goods by sea.
(c) "Goods" includes goods, wares, merchandise, and articles of every kind whatsoever except live animals and cargo carried on deck.

"Ship" includes any vessel used for the

carriage of goods by sea.

(e) "Carriage of goods" covers the period from the time when the goods are received on the ship's tackle to the time when they are unloaded from the ship's tackle.

### ARTICLE II.—RISKS

Subject to the provisions of Article V, under every contract of carriage of goods by sea the carrier, in regard to the handling, loading, stowage, carriage, custody, care, and unloading of such goods, shall be subject to the responsibilities and entitled to the rights and immunities hereinafter set forth.

### ARTICLE III .- RESPONSIBILITIES AND

LIABILITIES

1. The carrier shall be bound before and at the beginning of the voyage to exercise due diligence to

(a) make the ship seaworthy;

properly man, equip, and supply the ship; make the holds, refrigerating and cool (b) chambers, and all other parts of the ship in which goods are carried, fit and safe for their reception, carriage, preservation.

2. The carrier shall be bound to provide for

the proper and careful handling, loading, stowage, carriage, custody, care, and unloading of

the goods carried.

After receiving the goods into his charge the carrier or the master or agent of the carrier, shall, on the demand of the shipper, issue a bill of lading showing, amongst other things.

(a) the leading marks necessary for identification of the goods as the same are furnished in writing by the shipper before the loading starts, provided such marks are stamped or otherwise shown clearly upon the goods if uncovered, or on the cases or coverings in which such goods are contained, in such a manner as will remain legible until the end of the voyage;

(b) the number of packages or prices, or the quantity or weight, as the case may be, as furnished in writing by the shipper before the

loading starts;

(c) the apparent order and condition of the

Provided that no carrier, master or agent of the carrier, shall be bound to issue a bill of lading showing description, marks, number, quantity,

or weight which he has reasonable ground for suspecting do not accurately represent the goods actually received.

4. Such a bill of lading issued in respect of goods other than goods carried in bulk and whole cargoes of timber shall be prima facie evidence of the receipt by the carrier of the goods as therein described in accordance with section 3 (a). (b), and (c). Upon any claim against the carrier in the case of goods carried in bulk or whole cargoes of timber, the claimant shall be bound notwithstanding the bill of lading, to prove the number, quantity, or weight actually delivered to the carrier.

5. The shipper shall be deemed to have guar-

anteed to the carrier the accuracy of the description, marks, number, quantity, and weight as furnished by him, and the shipper shall indemnify the carrier against all loss, damages, and expenses arising or resulting from and expenses arising or resulting from inac-

curacies in such particulars.

6. Unless written notice of a claim for loss or damage and the general nature of such claim be given in writing to the carrier or his agent at the port of discharge before the removal of the goods, such removal shall be *prima facie* evidence of the delivery by the carrier of the goods as described in the bill of lading, and in any event the carrier and the ship shall be discharged from all liability in respect of loss or damage unless suit is brought within 12 months after the de-

suit is brought within 12 months after the delivery of the goods.

7. After the goods are loaded, the bill of lading to be issued by the carrier, master or agent of the carrier to the shipper shall, if the shipper so demands, be a "shipper" bill of lading, provided that no "received for shipment" bill of lading or other document of title shall have been proviously invalid means to fell the shall have been proviously invalid means.

have been previously issued in respect of the goods.

In exchange for, and upon surender of, a "received for shipment" bill of lading, the shipper shall be entitled, when the goods have been loaded, to receive a "shipped" bill of lading.

A "received for shipment" bill of lading which

A received for suppment. bill of lading which had subsequently been noted by the carrier, master, or agent with the name or names of the ship or ships upon which the goods have been shipped and the date or dates of shipment, shall, for the purpose of these rules, be deemed to constitute a "shipped" bill of lading.

8. Any clause, covenant, or agreement in a contract of carriage relieving the carrier or the ship from liability for loss or damage to or in

ship from liability for loss or damage to or in connexion with goods arising from negligence, fault, or failure in the duties and obligations provided in this article or lessening such liability otherwise than as provided in these rules shall be null and void and of no effect.

ARTICLE IV .- RIGHTS AND IMMUNITIES

Neither the carrier nor the ship shall be liable for loss or damage arising or resulting from unseaworthiness unless caused by want of due diligence on the part of the carrier to make the ship seaworthy and to secure that the ship is properly manned, equipped, and supplied.

2. Neither the carrier nor the ship shall be responsible for loss or damage arising or resulting from

(a) act, neglect, or default of the master, mariner, pilot, or the servants of the carrier in the navigation or in the management of the ship;

(c) perils, dangers, and accidents of the sea or other navigable waters;

(d) act of God;

(e) act of war act of public enemies;

arrest or restraint of princes, rulers, or people, or seizure under legal process;

quarantine restrictions;

(i) act or omission of the shipper or owner of the goods, his agent or representative;

strikes or lockouts or stoppage or restraint of labor from whatever cause, whether partial or general; (k) riots and civil commotions;

saving or attempting to save life or property at sea;

inherent defect, quality, or vice of the goods;

(n)

insufficiency of packing; insufficiency or inadequacy of marks; latent defects not discoverable by due (a) diligence;

 (p) any other cause arising without the actual fault or privity of the carrier, or without the fault or neglect of the agents, servants, or employees of the carrier.

Any deviation in saving or attempting to save life or property at sea or any deviation authorized by the contract of carriage shall not be deemed to be an infringement or breach of these rules or of the contract of carriage, and the carrier shall not be liable for any loss or damage resulting therefrom.

4. Neither the carrier nor the ship shall be responsible in any event for loss or damage to in connexion with goods in an amount beyond £100 per package or unit or the equivalent of that sum in other currency, unless the nature and value of such goods have been declared by the shipper before the goods are shipped and have been inserted in the bill of lading.

By agreement between the carrier, master or agent of the carrier, and the shipper another maximum amount than mentioned in this paragraph may be fixed, provided that such maximum shall not be less than the figures above named.

The declaration by the shipper as to the nature and value of any goods declared shall be *prima* facie evidence, but shall not be binding or conclusive on the carrier.

5. Neither the carrier nor the ship shall be responsible in any event for loss or damage to or in connexion with goods if the nature or value thereof has been wilfully misstated by the shipper.

6. Goods of an inflammable or explosive nature or of a dangerous nature, unless the nature and character thereof have been declared in writing by the shipper to the carrier before shipment and the carrier, master or agent of the carrier, has consented to their shipment, may at any time before delivery be destroyed or rendered innocuous by the carrier without compensation to the shipper, and the shipper of such goods shall be liable for all damages and expenses directly or indirectly arising out of or resulting from such shipment. If any such goods shipped with such consent shall become a danger to the ship or cargo they may in like manner be destroyed or rendered innocuous by

the carrier without compensation to the shipper.

7. A carrier shall be at liberty to surrender in whole or in part all or any of his rights and immunities under this article, provided such surfender shall be embodied in the bill of lading issual to the alignment.

issued to the shipper.

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APTICLE V -- SPECIAL CONDITIONS

Notwithstanding the provisions of the preceding articles a carrier, master or agent of the carrier, and a shipper shall in regard to any particular goods be at liberty to enter into any agreement in any terms as to the responsibility and liability of the carrier for such goods, and as to the rights and immunities of the carrier respect of such goods, or his obligation as to seaworthiness, or the care or diligence of his seaworthiness, or the care of diligence of his servants or agents in regard to the handling, loading, stowing, custody, care, and unloading of the goods carried by sea, provided that in this case no bill of lading shall be issued and that the terms agreed shall be embodied in a receipt which shall be a non-negotiable document and shall be marked as such

Any agreement so entered into shall have full legal effect.

ARTICLE VI.—LIMITATIONS ON THE APPLICATION OF THE RULES

APPLICATION OF THE RULES

Nothing herein contained shall prevent a carrier or a shipper from entering into any agreement, stipulation, condition, reservation, or exemption as to the responsibility and liability of the carrier or the ship for the loss or damage to or in connexion with the custody and care and handling of goods prior to the loading on and subsequent to the unlocating from ing on and subsequent to the unloading from the ship on which the goods are carried by sea.

ARTICLE VII.—LIMITATION OF LIABILITY
The provisions of these rules shall not affect
the rights and obligations of the carrier under
the convention relating to the limitation of the liability of owners of sea going vessels.

### WILLIAMS' REPLY TO McINTYRE

(Continued from Page 25)

it takes more than a cable message from the Philippines to convince Congress that anyone should be exempt from taxation.

POINTS OUT INCONSISTENCIES

The tax exemption feature of the Senate bill was stricken out on the floor of the Senate by a vote of 36 to 30 with 16 Senators absent. The a vote of 30 with 10 senators absent. In fight against granting such exemption was fathered by Senator LaFollette and supported by a bunch of mid-west "agriculturists" whose minds are too narrow to include problems or policies beyond the limits of their own particular corn belt

General McIntyre is quoted as stating:

Senator LaFollette and others gained the impression that they (your lobbyists) were

mipression that they (your loopyists) were trying to impose on Congress by false assertions as to what the British and other foreign tax laws provided.

While the name of LaFollette is anathema among all patriotic Americans, and while his "Seaman's Act" has done more to drive Americans. shipping from the seas than any other measure ever enacted by Congress, the above comment by General McIntyre shows also that he is laboring under a misapprehension. Not only were Messrs Seitz and Powell of the China Chamber provided with copies of the British tax laws applicable to their nationals abroad, but the National Foreign Trade Council, through its Secretary, Mr. O. K. Davis, secured and filed with the Senate Finance Committee a verified compilation of the tax laws of different countries bearing on the subject. A printed pamphlet was also filed showing by actual figures the discrimination worked against Americans in the markets of the world through the operation of the 1918 Revenue Act. Based upon the detailed investigations thus made, the categorical and irrefutable statement was made by the National Foreign Trade Council

No country, except the United States, taxes its nationals living abroad on income derived from foreign sources.

These laws and this data were accessible at

all times to Senator LaFollette and his provincial an times to senator Lar onette and insproving associates. For him to say, under these circumstances, that your representatives and those from the China coast were "trying to impose upon him," is neither in accordance with fact nor commendable.

General McIntyre is further quoted as saying: In my opinion we would have been more fortunate had it not been for the presence in Washington of active lobbyists not connected with the government, particularly representing the China trade. \* \* It is difficult to insist on it without having the appearance of trying to crush private effort, but I think that the American interests in this matter would have been a great deal better protected had they only sent their views through the Governor-General.

If the above is a correct quotation, then Senator LaFollette has nothing on the Chief of the Bureau of Insular Affairs when it comes to senseless vaporings. How does he get it, and where does his "opinion" lead us?

### RETROACTION GRANTED

In the first place the Governor-General of the Philippines did recommend the remedial legislation in question, thus supplying the sine qua non for converting Congress en masse according to the McIntyre formula, with its resultant prompt and favorable action. Are we to understand, however, that simply because this recommendation of the Governor-General was backed by the American Chamber of Commerce of the Philippines, and by every element on the China coast and in the United States having knowledge of our foreign trade needs, that such recommendation became ipso facto contaminated, and could no longer be accepted as truth by men of the LaFollette type?

Furthermore, as I read Sections 260, 261 and 262 of the Revenue Law of 1921, the relief urged by your Chamber was actually granted; that is, American business in the Philippines has not only been exempted from payment of the U. S. income tax in the future, but the relief was made retroactive to include the years 1918 onward. If this be true—and I am satisfied it is—it is difficult to understand how your representative in Washington did any actual harm, even though his efforts did not please a LaFollette or a McIntyre.

As to the China situation, Americans here are altogether mystified as to how or when the Governor-General of the Philippines acquired jurisdiction to make recommendations to Congress on their behalf, nor how such recommendations, if made, could ease the mind of Senator LaFollette and his associates as to the tax laws of Great Britain and other foreign countries.

More might be written, but I have neither the time nor the patience. It is not my purpose to do injustice to anyone, but if General McIntyre is correctly quoted the only possible explanation is that he is seeking to belittle the achievement of others in order to cover the somewhat sorry and insignificant part played by him therein. Involved in his criticism is also a slam at the American business community of the Islands, which community has long since teased to expect any help or cooperation from the Bureau of Insular Affairs in the solution of its difficulties.

Respectfully yours,

(Sgd.) DANIEL R. WILLIAMS.

### EMPLOYMENT BUREAU

There are at present 87 applications for employment listed at the Chamber, namely: 11 office workers, 5 salesmen, 3 accountants, 8 stenographers (1 man and 7 women), 2 mechanical engineers, 14 mechanics, 2 lumbermen, 2 construction foremen, 4 storekeepers, 2 carpenters, 1 ranch manager, 1 scientific farmer, 2 farmers, 2 plumbers, 2 blacksmiths, 1 saddler, 1 printer, 2 cooks, and 22 labor foremen; this includes 15 new registrations during February.

The situation may be said to have improved in a general way, and those registered are not all in actual need, but cases have come up during the last few weeks which indicate that the necessity for relief of specific cases becomes rather more urgent.

-A. SCHIPULL, Agent.

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### THE PORT COMMISSION BILL

(Unofficial Translation)

Of considerable importance to Manila business interests is the bill creating a Port Commission for the port of Manila and authorizing this Commission to sell, lease or otherwise dispose of the cargo-handling plant of the government, subject to the approval of the Governor General. The following is a special translation from the Spanish of the bill, which was passed in the session of the Philippine Legislature just closed and now awaits the signature of the Governor

ARTICLE 1. There is hereby created a commission which shall be known as the Port Commission of the Port of Manila, in which shall be invested the powers and obligations hereinafter specified. Said Commission shall be composed of five persons, citizens of the Philippine Islands or of the United States, all of whom shall be residents of the city of Manila and shall be at least thirty years of age, and shall be appointed by the Governor General with the advice and consent of the Senate: Provided, that the Insular Collector of Customs shall be appointed a member of the Port Commission and shall be its chairman

The first appointed members of the Port Commission for the Port of Manila, with the exception of the Insular Collector of Customs, shall serve as follows:

One for four years, one for three years, one for two years and one for one year, their periods of office to date from the day the members of said commission shall take office; and at the expiration of their respective terms a successor shall be appointed for the period of four years from the date of such expiration. All vacancies, except those which occur through the expiration of the term of office, shall be filled only for the period of time unexpired. The Governor the period of time unexpired. General may remove any member of said Comthe performance of said duty, giving him a copy of the charges made against him and an opportunity to be heard publicly in person or through an attorney for his defense, granting him a period of not less than ten days from the date of notification. ART. 3. The members of said Commission

mission for neglect of duty, or for misconduct in

shall act without remuneration.

ART. 4. Immediately upon its creation the Commission shall proceed to the election of one of its members as vice-president, who shall be authorized to assume the duties of the president in the event of the absence of the latter; it shall also appoint two of its members as secretary and treasurer respectively. The Commission is hereby authorized to appoint such employees as may be necessary and to determine their duties, remuneration, and the length of time they shall hold their positions.

ART. 5. The Secretary shall keep complete and exact minutes of all the transactions and out of the Committee and shall fulfill and

acts of the Commission, and shall fulfill such other duties as shall be demanded of him by the Commission. The Treasurer shall pay from the funds in his charge all duly approved accounts, and shall generally administer, under the authority of law, the funds placed in his care by and in the name of the Commission; he shall give a bond to the Commission to guarantee the faithful fulfilment of all his duties and shall be held responsible for all monies which officially come into his hands; this bond shall be approved by the Commission in such amount as it shall determine.

ART. 6. The Commission shall have its offices in the city of Manila, at a place designated by the Governor General, and shall hold its meetings at the time and place within the city of Manila, which shall be fixed by its by-laws or in any other manner.

ART. 7. The Commission shall be empowered to draw up the rules necessary for its guidance and other procedure which shall not be incompatible with this act.

Three of the members of said Commission shall form a quorum and shall transact the work of the Commission; in the event that there shall be no quorum, the members present may postpone the meeting from time to time until there shall be a sufficient number of members to form a quorum; the concurrence of at least three of the members of the Commission shall be necessary to legalize any of its decisions.

ART. 9. The Commission shall submit an annual report as soon as possible after the first day of January each year, to the Governor General, with such recommendations as it may deem convenient. This report shall be transmit-

ted to the legislature.

ART. 10. The Commission shall exercise the general inspection, direction, regulation and jurisdiction over the receipt, handling, care and delivery of merchandise on the wharves and docks of the port of Manila, and shall determine the fees which shall be collected for such service, the rees which shall be collected for such service, both for merchandise that is imported and for that which is to be exported; and in the exercise of these functions it is hereby authorized to operate and superintend the plants established or those which in future shall be established by the government of the Philippine Islands for the receipt, handling, care and delivery of merchandise. merchandise.

ART. 11. It shall be the duty of the Commission in the performance of its functions as set forth in the foregoing article to deliver to the Insular Collector of Customs a complete and Insular Collector of Customs a complete and exact list of the quantity and class of cargo discharged from every vessel entering the port of Manila, whether that cargo shall be discharged at the piers or at any other place. It shall moreover be the duty of the Commission to notify the Insular Collector of Customs of any damage, destruction, or loss caused by theft, by fire or by any other cause to cargo in its curedy. its custody.



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All merchandise ART. 12. which remain undispatched for the period of ninety days, shall be delivered by the Commission to the Insular Collector of Customs who shall dispose thereof in accordance with the law.

ART. 13. Said Commission is hereby authorized, whenever, in its opinion, the receipt, handling, care and delivery of merchandise for importa-tion or exportation at the port of Manila can be performed with greater efficiency, to sell, lease or in other manner dispose of the plant and equipment belonging to the government, or which the government of the Philippine Islands shall, at any future time, acquire for the receipt, handling, care and delivery of merchandise at the port of Manila, to any persons, societies or corporations, under such conditions as it shall deem advantageous, subject to the approval of the Governor General; and to enter into contracts with such persons, societies or corporations regarding the receipt, handling, care and delivery of merchandise at the port of Manila, said contracts to contain provisions for access to the custom house and its properties, submission to the control of the customs authorities, fees that shall be collected by the contractor for services rendered, and a guarantee which shall be de-manded for the efficient handling, care and delivery of merchandise, and the prompt payment for losses of same as may be agreed upon between the Commission and the contractor, subject to the approval of the Governor General.

ART. 14. Until a contract shall have been entered into with any person, society or corpora-tion for the handling, care and delivery of mer-chandise in conformity with Article 13 of this act, the Commission shall give a bond with an act, the Commission shall give a bond with an assurance company or a bank or with bondsmen in such sum as shall be determined upon by the Governor General, to assure the efficient handling, care and delivery of the merchandise and the prompt payment of losses. This bond shall be made in favor of the government of the Philippine Islands for the benefit of whom it may concern, and any person, company or corpora-tion which shall be the owner of said merchandise. or shall have interest therein, shall have the right of claim on said bond to recover any damage or loss which may be occasioned by the negligence of said Commission in the handling, care and delivery of said merchandise.

ART. 15. The Commission, or the contractor, should such there be, shall deliver the merchandise imported to the consignee or to his order, but only through a formal order of the carriers or their agents, and in virtue of the authority given by the Insular Collector of Customs.

The provisions of Articles One thousand three hundred and fifteen and one thousand three hundred and sixteen of the Administrative Code shall be applicable only to merchandise delivered to the Insular Collector of Customs by the Commission or the contractor, should such there be, for inspection and appraisement; Provided, that the Insular Collector of Customs shall return said merchandise after he has inspected return said merchandise after he has inspected and appraised it, to the Commission or the contractor, should such there be, that it may be delivered to the consignee, whereupon the responsibility of the Insular Collector of Customs shall cease; *Provided, moreover*, that nothing contained in this act shall be interpreted as outbestime the testing of our invertee merchants. authorizing the taking of any imported merchandise out of the power of the Insular Collector of Customs until revenue and other legal taxes thereon shall have been paid or guaranteed, of until the Insular Collector of Customs shall have officially authorized the delivery of said merchandise.

ART. 16. The Commission, or contractor should such there be, shall have a preferential claim over all merchandise imported, for the collection or warehouse or arrastre fees, said claim to remain in force as long as said mer chandise is in the power of the Commission or of the contractor, should such there be, and the Commission or contractor shall have the right to retain said merchandise until all said fees have been paid.

ART. 17. Should the Commission enter into a contract with any person, society or corporation for the receipt, handling, care and delivery of merchandise for export or import at the port of Manila as provided in Article 13 of this act, of Mainta as provided in Article 13 of this act, it shall be its duty to see that such person, society, or corporation shall faithfully comply with each and all of the provisions of the contract. Should such person, society or corpora-tion fail to fulfill all the obligations of the contract the Commission shall be authorized to annul or cancel said contract and to take such measures as may be necessary to collect the amount of damages due to those who have suf-jered from the lack of fulfillment of said contract, seizing the bond or other guarantee which aid contractor shall have given; in which case the Commission shall give the contractor at least sixty days notice of its intention to annul and cancel said contract, giving its reason therefor and shall give him an opportunity to be heard thereon. Should the Commission annul and cancel the contract, it is authorized to enter into a similar contract with another person, society or corporation subject to the same imitations and conditions set forth in Article 13 of this act; in which case the contractor whose bond has been cancelled shall immediately transfer and deliver possession of the plants and equipment employed by him in the receipt, handling, care and delivery of merchandise to the Commission, and shall have the right to be reimbursed for the value thereof, as shall be determined by the Commission, based upon current values in the market on the date of its surrender, deducting a proportional amount for deterioration.

ART. 18. It shall be the duty of the Commission, upon entering into such contracts, to include therein suitable provisions to obligate the contractor to comply with all the provisions of this act.

ART. 19. All the income received by the Port Commission in the exercise of its duties and faculties shall be deposited with the Insular Treasurer to the account of the Port Commission of the Port of Manila.

ART. 20. All laws and parts of laws incompatible with the provisions of this law are hereby renealed.

ART. 21. This law shall take effect thirty days from its approval.

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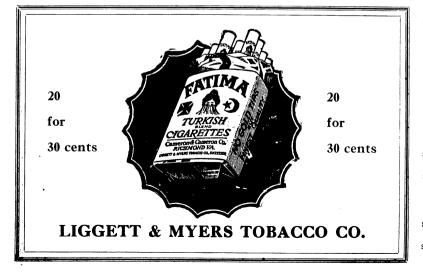
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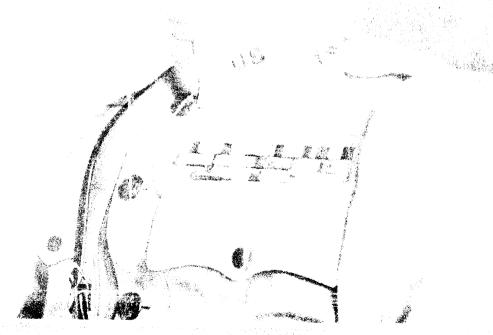
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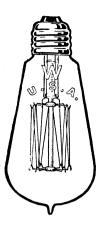


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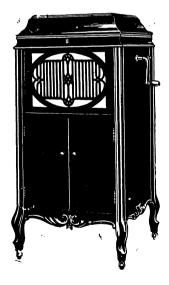




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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other American the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I. The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most adequately financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine-American Chamber of Commerce and the Manila Chamber of commerce.

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# SUN STUDIO

T. Yamamoto, Proprietor

MANILA, P. I.

TELEPHONE 3939

### April, 1922

### Prominent Americans in the Philippine Islands



### HENRY H. BOYLE

Henry H. Boyle, or "Achee Achee" (H. H.), as he is familiarly known, special representative of the Columbian Rope Company of Auburn, N. Y., and one of the best posted men in the Philippines on Manila hemp, was born in Belfast, Ireland, on September 8, 1881. His parents migrated to the United States when Harry was a very and a belf old and settled in Weekington. year and a half old and settled in Washington, D. C. Here young Boyle attended the public schools, graduating from the high school and entering the employ of the United States Department of Agriculture in 1900 as a student assistant. He was prompted to the cost of averaging ant. He was promoted to the post of expert in propagation and finally became an arboricul-

In 1911, Mr. Boyle accepted a position with the Philippine Bureau of Agriculture as assistant horticulturist. Four years later he was made assistant chief of the fiber division and when in 1916 Mr. M. M. Saleeby, chief of the division, resigned, Mr. Boyle succeeded him. In 1918, following a vacation trip to the United States, Mr. Boyle resigned from the government service to become manager of the local office of the Columbian Rope Company, in that capacity being its buver.

Mr. Boyle is an Active member of the American Chamber of Commerce and also belongs to the Manila, Army and Navy, Polo, and Golf clubs. He is a 32nd degree Mason and a Shriner. While on a tour of Europe and the United States last year, Mr. Boyle joined the ranks of the

benedicts in New York City.

GUSTAVE T. HERRMANN

Gustave T. Herrmann, secretary-treasurer of Clark and Company, the well-known American optical house, was born in Evansville, Indiana, in 1883. After completing the public school courses of his home town, he attended the Normal School at Salina, Kansas, graduating from that institution in 1903. For a year, Mr. Herrmann taught school in Indiana and Kansas, coming to the Philippines in 1904 in the employ of the Bureau of Education.

The next four years were spent in Tarlac province as a provincial "maestro," teaching the young native mind to sprout. In 1908,



Mr. Herrmann became local agent of the International Correspondence Schools. The following year he joined the firm of Clark and Company, in the meantime taking up the study of the eye, with the result that in 1911 he graduated from the Northern Illinois College of Ophthalmology, the Northern linnois College of Opintalinology, Chicago. Since that time, he has acquired an important interest in Clark and Company, which, by the way, was established in 1902.

Mr. Herrmann is an Active member of the American Chamber of Commerce and one of the

regulars at the famous Round Table that meets regulars at the lamous Kound Table that lifety at noon each day. He is also a member of the local Lodge of Elks and is active in Masonic circles. He is a Shriner.

For the information of the young ladies of Manila, it may be stated that the handsome

gentleman whose portrait appears herewith is not married.



### SHELLEY P. WHITE

Shelley P. White, president of Willits and Patterson, Ltd., copra and coconut oil exporters, was born on August 20, 1890, in Kansas City, Missouri. He attended the University of Nebraska and in 1915 emerged from that insti-tution with the degree of Bachelor of Laws. He passed the bar examination that year and was admitted to the practice of law in the state of Nebraska and the federal courts. His bent was for business, however, and he immediately entered the employ of the American Express Company, being assigned to the New York office. After a year in the metropolis he was sent to Hongkong, remaining in that office until 1918, when he was sent to Manila to become manager of the new local office of the American Express Company.

After organizing the Manila office, Mr. White was transferred to Hongkong to take charge of that office. In April, 1919, he left the employ of the Express Company to join the staff of Willits and Patterson, Ltd., in Shanghai. That winits and ratterson, Ltd., in Snanghai. That same year he was made manager of the firm's Shanghai office, continuing in that capacity until the end of 1920. After a six months' vacation in the United States, Mr. White returned to Manila to assume direction of the Manila to assume direction of the Manila. office of the company, as president and general manager, which post he now occupies.

Besides being an Active member of the American Chamber of Commerce, Mr. White belongs to the Army and Navy, Elks, University, Polo, and Golf clubs. He is unmarried.



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(Montevideo)

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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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# FACTS THAT FIT



### THE COASTWISE LAW

From The Marine Review

You can find several solid reasons why American shipping dropped from first to almost last place in world strength during the past three quarters of a century. But you can find only one substantial reason for its success in holding a place in the race and not being forced out entirely. That reason is the restriction of coastwise traffic to American bottoms.

Our general folly in handling marine problems makes the retention of this life giving restriction all the more puzzling. It has been attacked time after time but weathered each storm.

Another squall now threatens in a bill at Washington to open Alaskan trade to foreign vessels. This trade has been under the coastwise restriction and much of the underlying strength of several American lines on the Pacific rests on this business. The proposed change is indefensible. Of exactly opposite significance and value is

Of exactly opposite significance and value is the announced intention of the Shipping Board to provide sufficient tonnage to handle all Philippine trade. President Harding will then declare effective the provision of the Jones law making Philippine-United States trade coastwise business and as such restricted to American

This step will be of almost incalculable benefit to American shipping. During and after the war, Americans developed shipping to a point where they handled the bulk of the big Philippine trade. But for a year or more, the foreign lines have been gaining ground and driving American vessels out of that route. Philippine United States trade is one of the big prizes of the shipping world and the best interests of both the Islands and this country call for American ships controlling that service.

### CHINESE INVADING CUBA

Peking, Dec. 31.—The Chinese invasion of retail commerce in Cuba which had formerly been entirely in the hands of the Spaniards, is exciting the attention of Spanish business interests in the island and the Diario de la Marina mouthpiece of those interests, has felt called upon to sound a serious warning. The monopoly of certain lines of business enjoyed by the Spaniards such as grocery stores, restaurants, fruit and vegetable stores, dry goods and notions, and country general stores, is being seriously menaced by the Chinese, and in Havana particularly the Asiatics are fast taking away Spanish trade.

Following is the warning of the Diario de la Marina:

"Not a week passes but that some ship discharges in the port of Havana many individuals of the Asiatic race. The Chinese, who formerly devoted themselves to work of a certain kind in the big sugar mills, have invaded the towns possessing themselves of laundries, fruit stands, grocery stores, notion and general stores. The Asiatic colony of Havana is disseminated throughout every ward.

"The authorities remain with their arms seed and the commercial elements of the country are not protesting against the injury which this undesirable immigration is bound to do us and is already doing us, and they will soon have invaded all centers of production, possessing themselves of a large portion of the republic's commerce. We therefore feel obliged to raise the alarm. Let us prevent Cuba from being converted into an immense Chinese colony and field of Chinese exploitation."

BUSINESS AND GOVERNMENT

Huston Thompson of the Federal Trade Commission in January The Nation's Business

If business would have freedom from Government intervention, then it must subject itself to a reasonable requirement, one that business men of other countries have met. It must yield up to some governmental authority, information as to costs, production and prices, and the Government in turn must tabulate and distribute this information, unidentified as to companies, to the general public and the ultimate consumer in such a way that the consumer's present confusion and suspicion will be dissolved, and consumers producers and distributors will be brought together in better accord. This does not mean that trade secrets are to be revealed, nor individualism and personal initiative embarrassed.

### EXPLAINS FOREIGN TRADE SLUMP

Lower prices rather than diminished quantities are responsible for the three billion dollars decline in the value of American foreign trade in the last fiscal year, as compared with the immediately preceding year, in the opinion of Dr. Julius Klein in his first annual report as Director of the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

or the Bureau of Foreign and Domestic Commerce.

"In fact," says the director, "a compilation of exported commodities reduced, as far as possible, to a quantity basis, shows weight increases of 34 per cent for the group of raw materials and of 37 per cent for foodstuffs in 1921 over 1920, with a decrease of 4 per cent for such partly or wholly manufactured articles as can be shown in weight.

partly or wholly manufactured articles as can be shown in weight.
"It will surprise many pessimists to learn that the final totals in this compilation, which included articles forming 69 per cent of the value of domestic exports in 1921, indicated that the exports of these goods increased 23 per cent in quantity over the amounts sold last year, though their value decreased 19 per cent.

"The worldwide exchange situation, revived competition in foreign markets and decreased demand for American raw materials on the part of Europe, combined with a drastic cut in American imports of raw materials, are the principal factors contributing to the lower foreign trade totals," says the director.

### INTERNATIONAL TRADE PROFITS

By George Ed Smith
President, Royal Typewriter Company

Again the truth is different from the popular conception. Our international trade gain consists, just as does our domestic gain, in selling and buying, in disposing of goods that we produce effectively and in receiving in return goods we are less able to produce. We sell automobiles to Brazil and bring back coffee. We sell petroleum to Spain and bring back olives and grapes. We shall be the gainers if we develop the widest possible markets of the world for those things that we have learned during the war to produce in large supply and bring back more of the good things of life from other countries.

ACCOUNTANCY IN BUSINESS
"P. & L." in The Trade Promoter,
Sydney, Australia

Modern business, considering the widest acceptation of the term, is complex, technical, difficult, and far-reaching. It touches the activities of the community at every point, in production, distribution and exchange. It assumes an accurate knowledge in the business man of the fundamental principles underlying all these, as well as experience in the practice of those principles. He must be versed in economics, and trained to their everyday interpretation; he must understand the customs and usages of merchants, the practice of banking and finance, the principles and practice of marketing, the laws governing transport by common carriers by land and sea, the method of bills, notes, and cheques, charter parties and bills of lading, and the hundred-and-one details daily associated with the conduct of trade and commerce and financial operations. And all these attainments do not come to him, like reading and writing to Dogberry, "by natur." They posit a thorough training and study, systematised and sustained over a series of years. They constitute, in point of fact, the equipment of the modern skilled accountant; in the absence of whose directing brains "waste" of every kind runs riot, and inefficiency presages business and commercial bankruptcy. In effect, and more especially in the new conditions, it will be found that every prosperous and progressive business enterprise pivots upon its skilled applied accountancy.

### THE AMERICAN MERCHANT MARINE

WILLIAM CAMPBELL in Pacific Ports

Returning to the Shipping Board problems, I desire, in closing this article, to express my conviction that in spite of current dissensions and conflicting ideas, America will remain one of the great maritime powers.

Mistakes may be made, and some of them may be costly mistakes, but America is not in the habit of submitting to defeat once she has embarked on a national policy. A close perusal of every reputable newspaper I could lay hands on in the past three weeks, including many papers from inland states, has left me with the absolute conviction that the American people want a great merchant marine, that they will insist on having it and that they will support it.

The very fact that the discussion often grows acrimonious, that criticism at times is rather sharp, simply furnishes evidence of a vigorous interest among the people. If the people were apathetic, if they didn't care whether we had a merchant marine, if they were not convinced of the great need of a merchant marine, the discussion would be tame and listless. Ninetenths of the sharpness that comes into the discussion is simply due, in my opinion, to the fact that the people as a whole realize to the full extent that we must have a great cargo fleet on the seas, that it is essential to our national welfare both in peace and war.

Sharpness of discussion does not come from hostility to the merchant marine; it comes from anxiety lest the permanent establishment of the marine may be retarded by some unwise step.

Any competitor who takes comfort out of our various differences of opinion on the shipping problem, is getting off on the wrong track altogether. He doesn't know America.

19

# THE LURE OF TRAVEL

Railway facilities of the Manila Railroad Company with its 700 kilometers of main-line track north and south from Manila make travel through the picturesque provinces of Luzon just as much of a pleasure and comfort as it is in any progressive country where railroad service is kept abreast of the times. Comfortable and commodious sleeping cars, diners and buffet coaches are at the disposal of the traveler for the ordinary fare, a moderate one; and American locomotives are the power used to pull these trains de luxe over well ballasted roadbeds and heavy steel rails. THERE IS NOTHING DECREPIT OR ARCHAIC ABOUT THE RAILWAY SYSTEM which adds auto and boat lines to its regular service and makes the journeys the more extended and the more pleasurable.

In nine hours from the time one leaves Manila on the Friday evening train de luxe, he is breakfasting in Baguio, 5,000 feet above the sea in the invigorating climate of the Benguet Mountains.

# BAGUIO

The only developed mountain resort in the Philippines, and a modern city, electrically lighted, a good water system, large hotels and sanitariums. The climate is ideal; good streets and roadways amongst towering pine trees. For rest and recreation it has no equal in the Orient. Week-end night trains with sleeping cars and buffet are run in connection with the Benguet Auto Line, making the trip in less than 9 hours.

### MOUNT MAYON

The inauguration of a through service between Manila and Legaspi, at the base of Mount Mayon in Albay Province, has enabled many persons to travel in comfort to see the only perfect volcanic cone in the world, having a height of about 8,000 feet. This service is by train through the greatest cocoanut producing sections of the Philippines.

### LOS BAÑOS

A day's journey to the Famous Hot Springs with a Turkish Bath and a Needle Shower will put you on your feet. Ample hotel facilities. Fine golf links available to all tourists. The magnificent Agricultural College of the Philippines is located here and a trip to the school constitutes one of the really worth-while trips of the islands.

### PAGSANJAN FALLS

To travelers seeking pleasure and adventure, a trip to the great Gorge of the Pagsanjan river located 92 kilometers from Manila should not be overlooked. The trip can be made in 3 hours and 15 minutes.

Information pertaining to rates or service can be obtained by calling TRAFFIC DEPARTMENT

### THE MANILA RAILROAD COMPANY

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TONDO STATION MANILA, P. 1.







### BAGUIO-THE WORLD'S FINEST MOUNTAIN RESORT

By THE EDITOR

CONDENSED SCHEDULE

The caption of this article may seem exaggerated, but those who have visited mountain resorts in various parts of the world do not hesitate to place Baguio on at least an equal footing with the best of them. Situated at an elevation of 5,000 feet, in the heart of the tropics, this mountain city, at one time the summer capital of the Philippines, offers so many attractions and advantages that most people who have visited it become enthusiastic in its praises and rate it as the finest resort of its type in the world

### COOL WEATHER

The average temperature in the Philippines throughout the year is 80 degrees Fahrenheit. In the "hot" months, that is, March, April, and May, the average goes up, and it cannot be denied that the noon hours during this season are not comfortable in the lowlands, though the nights are always cool. It is then that Baguio becomes popular as a resort for the families of Manila business men and for these business men themselves for the week ends. Throughout these months, the mountain city is the center of gay, social activities and the mecca of thousands of Americans, Europeans, and Filipinos who find in the pine-laden, cool, and invigorating air of the Benguet mountains relief from the heat and nervous strain of the Philippine metropolis. The average temperature of Baguio is about 15 degrees below that of Manila. The The average temperature of Baguio is about 15 degrees below that of Mania. In sights are uniformly cool, blankets being required the year round. At night blazing wood fires in open fire places take the chill out of the air and permit of homelike gatherings around the fireside that remind one of the late fall weather in the United States. During the noon hours whites or light woolens may be worn, but after five in the evening one must go dressed or a temperate climate—even though one is in the very heart of the tropics.

### SCENIC WONDERS

One of the most enjoyable features of the trip o Baguio is the scenic beauty of the route after

F	BAGUIO SP	ECIAL	
Northbo	ound	Southb	ound
	Friday		Mond
Leave	p. m. L	eave	p. m
Manila	10.20 1	Daduia	0.4

Manila	10:30	Baguio	8:45
Bigaa	11:15	Damortis	11:40
Malolos	11:33		
		•	<b>Fuesday</b>
	Saturda	ıy	a.m.
	a. m.	San Fabian	12:02
S. Fernando	12:20	Dagupan	12:30
Dau	12:57	Paniqui	1:55
Capas	1:27	Tarlac	2:27
Tarlac	2:03	Capas	3:04
Paniqui	2:35	Dau	3:38
Dagupan	4:00	S. Fernande	0 4:12
San Fabian	4:28	Malolos	4:59
		Bigaa	5:17
Arrive		-	
Damortis	4:50	Arrive	
		Manila	6:00
Arrive			
Baguio	8:00		

one leaves the railroad. The journey by train takes one only as far as Damortis, a station on the Manila Railroad. There the traveler is met by a motor bus, which, after traversing a beautiful stretch of lowland in Pangasinan province, through typical Filipino towns and villages, climbs the famous Benguet road, rising 5,000 feet in the course of about 30 kilometers. The ascent is gradual, twisting and turning about the mountain sides, and the road itself is an engineering feat of world renown. The famous sig-zag, by which an almost perpendicular rise of over 1,000 feet is made through a series of backings and turnings on a steeper grade than that which prevails along the rest of the road, lifts one from the tropical vegetation zone to

above the pine belt in a few minutes. A marked drop in temperature is felt as the car reaches the top of the ascent. The view at various points of the zig-zag is truly magnificent and many travelers halt at various turns to disembark and view the scenery.

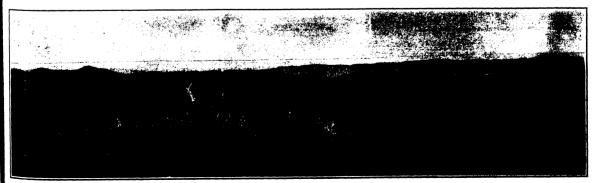
### SPECIAL NIGHT TRAIN

During the "hot" season, the Manila Railroad Company runs a special night train to Baguio, leaving Manila at 10:30 p. m. Friday and arriving at Damortis, the terminal railroad station, shortly before 5 a. m. Here the change to auto is made, the passengers arriving in Baguio at about 8 a. m., in time for a bath and breakfast. If preferred, the trip may be made by automobile all the way. The roads are in good shape and the journey can be accomplished in eight hours at ordinary speed. It has been made in less than six hours. The sleeping accommodations on the "week-end Baguio special" are excellent. The round trip from Manila, including berth and auto fare, costs only \$\mathbf{P}44.50\$.

Everyone who has ever made the Baguio trip is enthusiastic over its scenic beauty. As one enters the town of Baguio itself, one is surprised by the excellence of the roads, the briskness and bracefulness of the atmosphere, the large number of fine buildings with well-kept grounds, the general cleanliness, wholesomeness and beauty of the whole locality. One enters an entirely different world, as it were, and the longer one remains there, the more impressed one becomes with this difference.

### CREATED BY AMERICANS

Baguio is an American creation. When the United States took possession of the Islands, the Baguio country was a howling wilderness. The site was inspected by a party of Americans, who thought that it would make an ideal spot for establishing a summer capital for the American government personnel. The idea found favor in Manila official circles and the survey of a road was begun. After many failures and the expenditure of millions of pesos, the road was



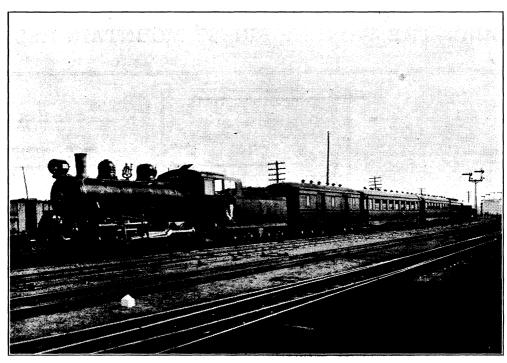
finally completed about seventeen years ago. The Baguio townsite was laid out, lots were sold to the public and a Government Center was established. In a few years, a full-fledged town had sprung out of the wilderness. A quadrangle of fine wooden buildings constituted the seat of government. Each hot season the entire American government personnel, from the Governor General down to the humblest clerk, was moved bag and baggage to Baguio. During March, April, May, and June, the government was carried on from Baguio. It was literally the summer capital. In those days the rank and

administration as Secretary of Commerce and later as Governor General that most of the improvements that exist in Baguio today were undertaken. Baguio was in the heyday of its glory just about the time Governor Forbes left the Islands.

CAMP JOHN HAY

Camp John Hay is magnificently situated adjacent to the Baguio townsite. It occupies a semicircular valley and ridge, on which are located most of the officers' quarters. The Commanding General's residence overlooks a valley several thousand feet deep and the view

Filipino teachers spend the hot season vacation, at the same time holding gatherings at which prominent speakers from various parts of the world deliver addresses and conduct courses. Of late this feature of the Teachers' Camp activities has been somewhat neglected, but the Camp continues to be patronized by the ever-growing personnel of the government's educational institutions. Most of the campers live in tents, but there are a number of small cottages for the accommodation of guests. Meals are served in a large mess hall. Particular provision is made for sports and exercise of all kinds. A large



The "Baguio Special"

file of the government service were Americans, and the annual trip to Baguio did them a world good. When the Harrison régime arrived in 1913, the summer transfer of the government was abolished. For a season or two there were lean times in Baguio and it looked as though the place were going to rack and ruin. But, strange as it may seem, Mr. Harrison himself became enamored of the mountain city. He was a frequent visitor to Mansion House, the Governor General's splendid residence, and in the course of time did more work in Baguio than in Manila. Prominent and wealthy Filipinos became interested in Baguio, acquired land there, built villas and established a fashionable and gay colony. Baguio became more popular than ever, and at the end of the Harrison administration it had grown in size and popularity, even though Harrison at the beginning of his régime branded it as a piece of "Republican folly and extravagance.

The real builder of Baguio, however, was Governor General W. Cameron Forbes. He was seconded by the late Major General J. Franklin Bell, who developed and beautified Camp John Hay until it is today the most

Camp John Hay until it is today the most beautiful army post under the American flag.

Governor General Forbes constructed Government Center, He established the Baguio Country Club and caused the beautiful golf links to be laid out. He also laid out a polo field so that he could indulge in his favorite states. outdoor exercise. It was during Mr. Forbes

from its porch is of overpowering grandeur. Adjacent to the General's residence is the natural amphitheater improved by Major General I. Franklin Bell. The remarkable acoustic properties of this spot make it a favorite scene of conventions, lectures, concerts, etc. It seats 4,000 people. No words can adequately describe the beauty of this wonder spot. The whole post is a model of the landscape gardener's art. Running through the valley is a golf course and there are concrete tennis courts for those who want more strenuous exercise. The Camp John Hay golf course has now been joined to the Country Club house, making an unsurpassed 18-hole course.

The Baguio Country Club is a rather unpretentious structure of nipa and wood having accommodations for about a dozen guests. are also half a dozen cottages in which families can be accommodated. The dining and sitting room combined is a cozy enclosure with a fire-place at each end. One end, with the exception of the mantel piece, is made of plate glass, leaving the beautiful view over the Benguet mountains exposed at all times. The Country Club is the favorite gathering place of golfers, hikers and vacationists. Its cuisine is excellent and the Igorot boys, in their G strings, are welltrained servants.

TEACHERS' CAMP

In 1908 the Philippine government established Teachers' Camp in the valley between the North and South roads. Here annually American and

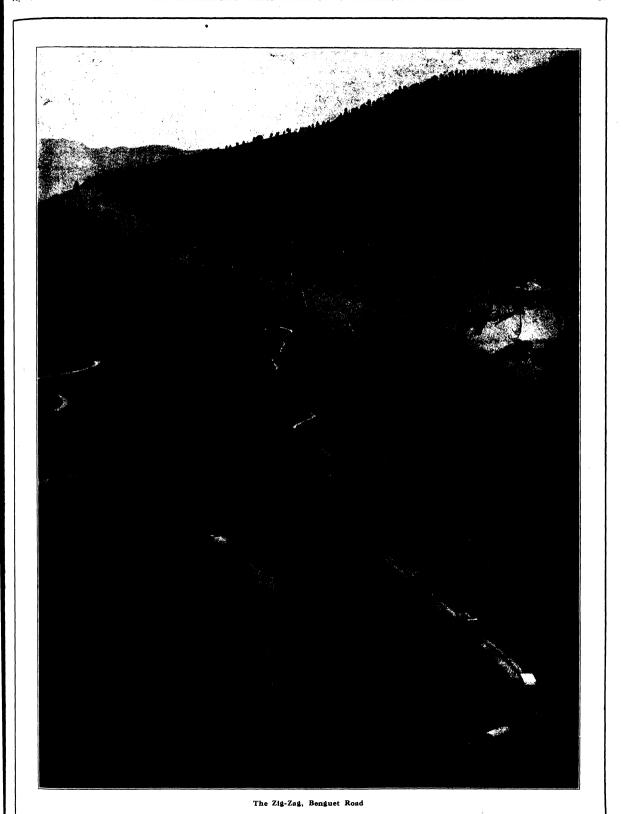
Social Hall provides facilities for passing the time pleasantly indoors.

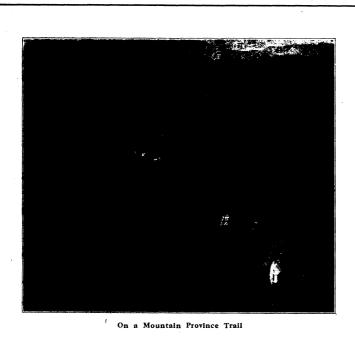
GOOD HOTELS

Hotel accommodations in Baguio are excellent and adequate. The Hotel Pines, established about 16 years ago by Tom Jenkins, has been enlarged several times since then. It now covers a considerable area of ground and has accommodations that are unexcelled in the Far East. A spacious and attractive lobby, hot and cold water baths and showers, an excellent cuisine and good service combine to make it a desirable place to spend a vacation. The rates are reasonable. Tom Jenkins is gone, but the hostelry which he established still continues to flourish—bigger, grander, and better than ever. There is also the Baguio hotel, down in the valley, a smaller but none the less attractive inn. It is now under the same management as the Hotel Pines.

Baguio is the site of the Cathedral School for Boys established by Bishop Brent. This insti-tution, patronized exclusively by American and European boys, is in charge of a competent head master and has accommodations for about 25 boarding students. Its graduates are accorded admission to most American colleges and universities.

Baguio's City Hall, situated on a prominent hill, is a sightly and excellently constructed building. Near it ends the Naguilian road, a





recently constructed highway that leads into the La Union coastal plain. This road follows the divide of a mountain ridge instead of running around the side of the slopes as does the Benguet around the side of the stopes as does the Benguet road. The railroad runs as far as Bauang Sur, La Union. Toward the end of the Forbes régime an extension of the Manila Railroad from Bauang Sur to Baguio was commenced and more than half completed. This would have made possible a through train service from Manila to Baguio. The Harrison administration between bought the railroad and immetion, however, bought the railroad and immediately stopped all development of this spur.

Near the City Hall stands Constabulary Hill. called so because of the Constabulary Academy which occupies it. This institution is the training school for Constabulary officers. Young Filipinos of good education are eligible by recommendation of their representatives in the Legislature. Upon graduation they become third lieutenants in the Insular Police, as the Constabulary is often called.

Close by is the convent of the Belgian Sisters. This is an institution that should be visited by I his is an institution that should be visited by all who go to Baguio. The boys and girls are trained in various kinds of manual work and their products are attractive and reasonably priced. Here may be bought laces, silver souvenirs, walking sticks made of Benguet pine, cloth woven by the Igorot girls, lace dresses, gold ornaments, etc., etc.

The Easter School, on the road to Trinidad, specializes in cloth woven by the girls who live at this institution.

### MIRADOR OBSERVATORY

Towering high above Baguio on a majestic mountain is Mirador Observatory, where the Jesuit Fathers have a meteorological station. On a clear day, Lingayen Gulf, the China Sea and the seaboard for many miles may be seen from the Observatory. It also affords a splendid view of Baguio and vicinity.

Not far away, on another mountain top, stands the Dominican rest house, erected by the Dominican Fathers in 1915 as a hot season retreat for the members of the order and also used as a school. This beautiful concrete structure has become a landmark and, like Mirador, affords a fine view of the Baguio township and the China Sea coast.

At the bottom of the valley below the Pines Hotel is a rectangular artificial lagoon serving as a catch basin. Around this lagoon, or lake, in the early days extended a race track on which automobile and horse races were run at regular intervals. The track, however, has disappeared and the grandstand is no more. Instead, a golf course has been laid out in the valley, the lagoon constituting one of its chief "hazards."

### FRESH FRUITS AND VEGETABLES

One of the principal attractions of Baguio to many people is the fact that strawberries are grown there and can be had fresh at nearly all times. Temperate zone fruits and vegetables of many sorts are also grown at the Trinidad experimental farm, but strawberries have beexperimental farm, but strawberries have become a staple of the average Japanese or Chinese truck gardener in the Baguio region. A trip to the Trinidad valley, about six miles out of Baguio, will prove decidedly worth while. Situated in the hollow of an extinct volcano, the valley has an extremely rich soil Baguio vegetables, mostly grown in this valley, are noted for their size and quality.

### THE MOUNTAIN PEOPLE

To those who like to hike, a trip to Sto. Tomas, a 7,500 foot peak near Baguio, will prove interesting and enjoyable. There is a good rest house at the top, where the night may be spent comfortably. These rest houses, erected and comfortably. These rest houses, erected and maintained by the government, are situated at convenient intervals throughout the Mountain Province. They are specially designed to take care of tourists and travelers over the mountain trails. Here a clean bed and good meals may be obtained at nominal prices. The caretakers are experienced people, whose specialty it is to attend to the wants of guests. Many tourists coming to Baguio take trips to the interior of the mountain country, proceeding on horseback and afoot. The country is inhabited by the non-Christian tribes that only 20 years ago were wild and engaged in a constant head-hunting warfare. Travel through these regions is now perfectly safe. These people have not as yet discarded the G-string for the trousers, but they have lost their distrust of the white man and are among the most loyal and friendly people in the Archipelago. They break out into head-hunting or spear-throwing expeditions among themselves once in a rare while, but they like the Americano and never harm him. About 40 miles from Baguio, at an elevation of over 8,000 feet is Haight's Place. Haight located there about 18 years ago when he was presumably dying of tuberculosis. His health was restored and he settled down permanently. Married to an Igorot wife, he runs a resort for



Among the Pines, Baguio



The Amphitheater, Camp John Hay, Bagulo

travelers that has become famous throughout the Far East. It is the nearest thing to "God's Country" east of Suez.

### HEALING QUALITIES OF AIR

That the Benguet mountain air is particularly healing in the case of tubercular or lung affections has been the observation of many medical and lay men. The writer knows personally of the case of a now prominent Manila business man who in 1910 came to Baguio suffering from tuberculosis. He was nothing but skin and bones and so weak he could hardly walk. He was determined to beat the Grim Reaper, however, and he did. He remained in Baguio for nearly two years, during which period he was completely cured. He is now in Manila, healthy as can be, weighing close to 200 lbs.

### GOLD MINING

From a business standpoint, there is not much doing in Baguio, trade depending upon the tourist traffic and the Army post at Camp John Hay. Industrially, however, Baguio has big possibilities. Gold is found in paying quantities throughout the Benguet mountains and the most important and most successful gold mine in the Philippines, the Benguet Consolidated, is situated within a few kilometers of Baguio. Other gold mining properties are in operation in the same region. The mineral wealth of the Benguet mountains is as yet but barely scratched, lis extent is unlimited, according to geologists. Rich copper veins are known to exist, but their exploitation is delayed because of a lack of adequate transportation facilities.

The accompanying illustrations give only an inadequate notion of the charm and beauty of Baguio and the Benguet country. Only a visit to the former "mountain capital" can convey a correct appreciation of its bracing atmosphere, its healthfulness, its wildly beautiful vistas and pinoramas. A combination of the scenic beauties of the Alps with the social activities of Simla; of the intense sunshine of the tropics with the coolness and invigorating qualities of a temperate clime; of the advantages of the country club with the quiet and restfulness of

the backwoods—Baguio is the premier mountain resort of the Far East, and in the opinion of many, of the world. No tourist to the farthest Orient should fail to visit Baguio if the week necessary to make the trip worth while can be included in the itinerary. It is an experience never to be forgotten and something to talk about when reaching home, this ideal mountain health resort, where cheeks are red, and eyes are bright, and pine trees grow, and fires are lit nightly—in the very heart of the tropics.

### MAKE YOUR BAGUIO TRIP IN COMFORT

Our TRAVEL DEPARTMENT can make all arrangements in connection with your Baguio Trip and can assure you a comfortable trip at a minimum expense. SLEEPING CAR RESERVATIONS on the Baguio Night Express may be secured at our Escolta office; PRIVATE AUTOS arranged for to meet your train at Damortis; HOTEL RESERVATIONS at the Pines and Baguio Hotels; and AUTOMOBILE RATES—one way and round trip—quoted on application. This service is operated for your benefit and no extra charges are assessed. RAILROAD TICKETS to all points on the Manila Railroad System, PRIVATE CARS and SPECIAL TRAINS arranged for.

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### New Income Tax Law is Retroactive, Opines Williams

(The following analysis of the new United States income tax law as it applies to the Philippines is written by Judge Daniel R. Williams, formerly of Ma. (I he following analysis of the new Orther States muome lax law as it applies to the Printippines is written by Juage Daniel R. Williams, formerly of Manila, and now sentor member of the law firm of Williams and Faison, Shanghai, Judge Williams, it will be recalled, was the official representative of the American Chamber of Commerce in Washington in connection with the income tax matter and was largely instrumental in the passage of the sections by which, in his opinion and in the opinion of many other legal authorities, Americans in the Philippines are made exempt from taxulion under the United States income tax law for the years 1919, 1920, and 1921.—The Editor.)

From my study of the Revenue Acts of 1918 and 1921, I do not think there is any possible question but that Sec. 262 of the latter Act exempts from the U. S. tax income derived by Americans from Philippine sources. An examination of the two Acts will show that this Sec. 262 has been added—that is, it does not appear in the Revenue Act of 1918. It is headed: "Income from Sources within the Possessions

of the United States."

Paragraph (a) specifically states that "citizens of the United States or domestic corporations," meeting the requirements of the following subdivisions, shall be taxed only on gross income derived from sources within the United States. derived from sources winn the Onited States. Put in the alternative, it means that income derived by such United States citizens or domestic corporations in the Philippines, need not be included in figuring their United States tax,—that is, when it comes within the conditions

that is, when it comes within the conditions specified in paragraphs (1), (2) and (3). These paragraphs establish the following exemptions:

1. In the case of a citizen of the United States, if 80 per centum of the gross income for the three year period immediately preceding the close of the taxable year was derived from Philippine sources (a "possession of the United States").

2. In the case of a domestic corporation if 50 per centum or more of its gross income was derived from the active conduct of a trade or business in the Philippines. And
3. In the case of a citizen (of the United

States) if 50 per centum or more of his gross income was derived from the active conduct of a trade or business in the Philippines, either on his own account or as an employee or agent of another.

The above admits of only one possible confrom sources within the Philippine Islands (whether such Americans are there resident or not) is exempt from the United States tax under

the conditions specified.

This Sec. 262 of the Revenue Act,—and the relief afforded thereby,—should not be confused with the provision reported by the Senate Finance Committee whereby income derived by Americans from foreign sources generally was exempted, which provision was defeated on the floor of the Senate by Senator LaFollette, et als. The provision of the law relating to "Possessions of the United States," and the provision which was intended to exempt our foreign traders generally, are entirely separate and distinct. The defeat of the one does not affect in any manner the relief granted by the other.

### RETROACTIVE FEATURE

While the language of Sec. 262 is somewhat ambiguous in this regard, it is my opinion that ambiguous in this regard, it is my opinion that Congress intended to make the exemption in question applicable to the "three year period immediately preceding the close of the taxable year," that is, the three year term preceding the year when the Act became applicable. The Act took effect as of January 1, 1921, and would apply to income derived during 1921. The three years immediately preceding would include the years 1918, 1919, and 1920, being the operative years of the 1918 Revenue Act.

years of the 1918 Revenue Act.

The reference in Sec. 262 to a "three year period immediately preceding the close of the taxable year," must have been intended to mean something. So far as I can see there are only two possible interpretations:

That it was intended to have such exemption include all income derived (under the conditions specified) during the three years immediately preceding 1921; or 2. That such exemption would not apply to income derived during 1921 (although falling within the percentage) unless the percentage of income specified was also derived by the taxpayer, from Philippine sources, for the three years immediately preceding 1921.

This latter construction is untenable for two

First:—You will note in Paragraph (1) that after referring to gross income for the "three year period immediately preceding the close of the taxable year" it is said "or for such part of such period immediately preceding the close of such taxable year as may be applicable." No one knows exactly what this means, but it cartainly does mean that seems considerable. certainly does mean that some persons would be exempt from such tax without computing their income for three years. If this be true, then the three year term must refer to something other than a period during which gross income must be averaged to show whether or not a person is exempt for 1921. This, of itself, destroys the second interpretation of the section as above noted, and we revert inevitably to the retroactive construction.

Second:-If we accept the second interpretation as sound, it necessarily results that two citizens of the United States, deriving income during 1921 from Philippine Sources, might be taxed entirely different amounts thereon; that is, one of them would be exempt from the United States tax and the other be compelled to pay it. For instance, if one of them could show that his income for the three years preceding 1921 fell within the percentage stated, he would be exempt, whereas the other, if he could not make such showing (either because he was not in business that long or for other reasons), would be compelled to pay the full U. S. tax. Any such holding as this, however, would be clearly class legislation; that is, two United States citizens, doing an identical business, and deriving their income from Philippine sources for 1921, would be compelled under the same Act to pay a different rate of taxation. This is repugnant to the U. S. Constitution as well as every principle of American law. Such a thing could not have been intended by Congress.

The United States Congress is supposed to represent the "winnowed wisdom" of over one hundred million Americans, but there is one expression in paragraph (1) Sec. 262 of this 1921 Revenue Act which is utterly meaningless to me. Paragraph (1) starts out:

"If 80 per centum or more of the gross income of such citizen or domestic corporation (computed without the benefit of this section)," etc.

What does the language in parenthesis mean? Stripping the section of surplus verbiage it would read something like this:

"Citizens of the United States or domestic corporation shall be exempt from the U. S. income tax provided 80 per centum or more of their gross income is derived from sources within a possession of the United States—computed without the benefit of this section."

What has this section got to do with the computation of income? Such income was derived either in the Philippine Islands or in the United States; it must be the one or the other; there is no other possible way of figuring or "computing" it, nor is any other method provided or indicated in Sec. 262.

Taking the section as it reads, however, I am entirely satisfied that the reference to a "three year" term can only be interpreted to mean that income for that period, derived as specified in Sec. 262, will be held exempt from the U. S. tax. Any other construction would be anomalous and opposed to the evident purpose sought to be accomplished by the provision. I believe this would be the holding of our Courts should the matter be presented to them.

### Prof. Klopper Tells About Bandoeng Fair

Professor Klopper, Rector Magnificus of the Bandoeng, Java, Technical University, one of the delegates to the Philippine Islands Commercial-Industrial Convention, was in Manila last month and lost no opportunity to boost the forthcoming Netherlands Indies Annual Fair to be held at Bandoeng from September 18 to October 8 of this year. Professor Klopper, when interviewed by a representative of this JOURNAL, made the following statement on the

"The Netherlands East Indies have responded to the modern call for commercial fairs and the result was that in 1920 the first annual fair was held at Bandoeng on the island of Java. organizing association chose a site in this town, some 2,300 feet above sea level, because it may be called the center of the colony and offers an equal chance to the coast cities to reach the fair. At the same time, visitors have an opportunity to spend a pleasant vacation in the cool mountain air before returning to the lowlands.

"The first fair was of a pronounced national character while the second fair, last September and October, had an international character, which will also be true of the third fair this year. All articles of all nations without any restrictions will be admitted and everybody will be welcome, although it must be conceded that the

basic principle of the fair will remain the promotion of native and national industry and trade.
"The results of the first and second fairs justify

the most optimistic expectations for the fair to the most optimistic expectations for the fair to come. The number of paying visitors to the first fair was 58,000, whereas during the second fair the number of visitors increased to 75,000. The participation of exhibitors increased 45

"Striking proofs of interest in the third fair have been received from Europe, the United States, Japan, and Australia, as well as from the majority of last year's exhibitors. This is a splendid opportunity for American and Philipping from to enter into closer commercial ippine firms to enter into closer commercial relations with the Dutch East Indies—a relationship which should prove mutually profitable.'

Advices recently received in Washington are to the effect that Australia's trade outlook is becoming brighter because of increasing exports, the high value of the pound sterling, lower freights, decreasing stocks of imported merchandise, improved banking conditions and easier credits.

General economic and financial conditions in the Netherlands at the beginning of this year were reported as very poor by U. S. Trade Commissioner Howard W. Adams.

### SAN FRANCISCO DELEGATES FAVOR FIXED STATUS

Definition of a fixed political status for the Philippine Islands is one of the recommendations made by the San Francisco Commercial Relationship Delegation to the Far East in its report following its return to the United States. The delegation, it will be remembered, arrived in Manila on November 27, last, and remained until December 2. The Executive Committee of the delegation on the day of its departure had a special meeting with the directors and members of the American Chamber of Commerce of the Philippine Islands at which the political status and commercial possibilities of the Islands were thoroughly discussed. It was the Executive Committee that made the report recommending a fixed status. This committee was composed as follows: Alfred I. Esberg, chairman; J. Parker Currier, C. B. Lastreto, Byron Mauzy, Constant Meese, Warren Shannon, and Dwight K. Grady, secretary.

The principal conclusions and recommendations of the report, from the standpoint of local interest, are herewith given, as printed in San Francisco Business, the official publication of the San Francisco Chamber of Commerce: Development of Close Relationship Between America and the Orient.—The cordial reception

Development of Close Relationship Between America and the Orient.—The cordial reception accorded the delegation wherever it visited causes the committee to believe that the peoples of the Far East are keenly desirous of establishing and maintaining a closer commercial and social rapprochement than has heretofore existed. The desire to develop commercial relations prompted this tour; therefore this committee strongly urges that a program of business development be planned immediately and carried forward so as to be continuously effective in the making of social as well as commercial contacts between the peoples of the Orient and the Occident.

Further, the committee is unanimous in its belief that the greater opportunity for American commercial expansion is upon the Pacific and with the countries of the Orient.

Transportation.—Regular and adequate steamship service to important ports of call in the Far East will greatly enhance the opportunities for commercial development by America. It is, therefore, strongly urged that our government, American transportation, industrial manufacturing producing, and commercial and financial interests combine efforts for the definite and permanent development of such service, and,

through it, Trans-Pacific commerce. European Competition,-Commercial competition in the Far East is keener today than at any time since the inception of the world war. America to survive commercially in this field must meet this competition with courage and determination. It requires the elimination of waste, not only in selling and transporting merchandise, but in the actual production of it as well. means making sacrifices at present in order to build permanently for the future. It is true that temporary advantages in the form of low international perhaps the sacrification of the sacrification international exchange rates at present favor European exploitation of these markets, but these only affect the present. The character of the markets has changed, and to succeed America must adapt herself to new conditions, and so organize as to develop a campaign which, when undertaken, will permit of nothing but success. To this end the following paragraphs are submitted with the hope that they may prove helpful. They deal with America's loreign banking, with the development and enunciation of a fixed foreign trade policy, with the development and enunciation of a fixed foreign trade policy, with the development of the consular and commercial services of the government, with the Parcels Post, with the class of personnel representing American business abroad, and other matters relating to foreign trade.

Foreign Banking and Credits.—In the face of a world-wide business depression and occupying an unfavorable position with reference to costs of production, monetary values and excessive transportation costs, the American producers,

WHAT THE DELEGATION HAS TO SAY ABOUT THE PHILIPPINES

Americans in the Philippines have evinced dissatisfaction and concern with reference to past policies of the United States in its relations with the islands and the insular government.

Governor General Leonard Wood, and former Governor General W. Cameron Forbes, have recently investigated conditions in the islands and on November 30, 1921, their findings and recommendations, as submitted to President Harding, were made public through the press. This report served to a degree to restore confidence. It is the recommendation of this committee that the American government should strongly and positively support Governor General Wood in the findings and recommendations contained in the report. The committee further strongly urges that immediate steps be taken by our government publicly to define a fixed political status for the benefit of all interests in the Philippines.

It is the feeling of the committee that every effort should be made to develop Manila as America's trading base in the Far Fast.

manufacturers and exporters find themselves confronted with a serious problem in competing with European nations now established in the Far East. Price is becoming daily a more important factor in the sale of merchandise in this market. However, credit frequently becomes the determining factor. Some of the European merchants in the Far East are able to offer both as inducements. For America to compete under present conditions it is necessary that more liberal banking methods be developed and this committee recommends the active support, wherever possible, by the commercial circles of America, of foreign banking corporations, as authorized under the Edge Amendment to the Federal Reserve Law, and the development of credit organizations which are able to operate on an equally broad scale. Through such media properly developed, it is believed that inducements may be offered to the Far Eastern merchants to patronize more liberally. American producers

liberally American producers. American Foreign Trade Policy.—Practically every important foreign trading country in the world, with the exception of the United States, has a fixed policy with reference to this commerce. While the difficulties of formulating and carrying forward such a policy in the United States are recognized, nevertheless it is the conviction of this committee that a policy giving liberal support and advantages to America's organizations for foreign trade must be defined and carried on free from politics.

American merchants in the Orient face competition already occupying a favorable position and carry the additional handicap of federal taxation from which competing nationals of other countries are exempt. Transportation companies under the American flag write off higher expenses than competitors, and still have to meet price or rate requirements. Government employees for foreign service are not equipped as are those of other countries. Little encouragement is given the American merchant in his effort to carry the American flag abroad. This committee submits that it is imperative that the people of the United States, through the government, develop a policy which will remove any barriers or handicaps under which American business abroad is forced to labor and from which competing citizens of other countries are exempt.

Development of Government Service Abroad.— It has been the observation of this committee that American embassies, consulates, and other government offices abroad are not provided with housing and office facilities and personnel on a basis comparable with those of other important countries, and that as a result our government representatives are hampered in the performance of their duties. It is the recommendation of this committee that all commercial interests throughout the United States persistently urge the correction of this condition by the proper authorities in Washington, D. C.

Parcels Post.—In Saigon, Singapore, and Batavia complaints were made that because of routing, undue delays occurred in the delivery of samples and merchandise dispatched from the United States by parcels post. It is recommended that commercial interests in the United States investigate, consult with post offices and develop a system whereby parcels consigned to various outlying ports be dispatched by most direct and fast steamers to destination. While it is recognized that the individual shippers should route parcels themselves, it is believed that, through the cooperation of post offices and commercial organizations, the present condition may be improved.

American Personnel Abroad.—While the committee has pleasure in commenting favorably on the excellent character of Americans abroad with whom it came in contact, it must recognize the complaints concerning some American representatives who, from time to time, have been sent to the Far East. It is with the feeling that personnel is a matter of vital importance to the United States, not only in commercial circles but in the government services as well, that this recommendation is made. While moral character has in some cases been the objectionable feature most complaints apparently are caused by the lack of proper training and experience of American representatives. This committee, therefore, strongly recommends that American business houses and the government exercise greater discrimination with regard to efficiency, training and experience and that expense be considered only as a minor factor in appointing men for foreign service. The committee further urges that principals personally visit and investigate these markets.

International Arbitration.—A step toward the establishment of international arbitration may be accomplished, in the opinion of the committee, by entering into agreements for the purpose of settling controversies and disputes with chambers of commerce and other organizations abroad possessing proper facilities for this purpose. This committee urges coöperation with the United States Chamber of Commerce in its work along these lines.

Standardization of Grades, Analysis and Classifications.—This committee further recommends that all commercial organizations and interests in the United States in coöperation with similar interests abroad actively engage in the work of establishing standard grades, analyses and classifications which may be universally accepted on all merchandise sold by such classification or description.

The Third Barcelona Sample Fair will be held at Barcelona, Spain, from March 15 to 22, this year.

A full report on Colonial Tariff Policies has just been issued by the U. S. Tariff Commission. This volume presents the tariff situation in the 100 dependencies of the 10 colonial powers. The British Dominions are included and mandated territories are treated in an appendix. Particular attention is devoted to tariff policies—the open door and differential tariffs—and existing tariffs are described. A comprehensive summary of the report has been published separately under the title, "Introductory Survey of Colonial Tariff Policies".

### THE RELATION OF LAND TO TAXATION

By PERCY A. HILL

The Philippines are not, nor have they ever been, a rich country, in the sense of the opulence of such Oriental countries as Java and Ceylon. During four centuries the wealth drawn from mineral and forest products has been negligible when compared with that drawn from the main natural resource-productive agricultural lands. There are approximately 29,000,000 hectares in the Philippines of which four million are under private ownership and three-fourths of this area under some sort of cultivation. About half a million hectares of public lands have been released since American occupation twenty years ago, but there now appears to be a distinct slow-

ing up in applying for lands of the public domain.

There has been entirely too much optimism expressed relative to the public lands of such provinces as Nueva Vizcaya, Isabela, and Mindoro, the best proof of which lies in the fact that few settlers have succeeded in profitably occupying lands in those regions, and much of the optimism alluded to has been due principally to the superficial observation of men who are not prac-

tical agriculturists.

Productive lands are the prime factor in rela-on to revenue. The estimated revenues for tion to revenue. tion to revenue. The estimated revenues for 1922 are P63,000,000 and, eliminating the taxes due from minerals, forest products and fisheries, approximately P3,000,000, it is evident that the remaining sixty millions fall directly and indirectly on the principal business of the Islands, which is—and always has been—agriculture. To produce this revenue the three million hectares under cultivation at present must average \$20 annually in revenue returns collected on the agriannually in revenue returns concerted on the agir-cultural produce passing through the ordinary channels of trade. The additional 30,000 hectares of public lands annually released, here-tofore, should give a revenue increase of \$\mathbb{P}600,000 if values are based on the average returns as above, provided, however, that settlers and homeseekers continue to put the public domain under cultivation. This is problematical under the present depressed conditions, as the hectic period of expansion appears to be on the decline.

WOULD SETTLE MINDANAO

Before we could double present revenues, based on present taxation (which is about all agriculture can conveniently bear) and relying upon the one and only Philippine natural re-source—productive agricultural lands—it would take one hundred years, at the present rate of agricultural expansion. We are now assuming a bonded indebtedness of over \$\mathbb{P}100,000,000 and in order to extinguish this indebtedness it is imperative that more lands be placed under production of export crops, as these are the main crops that regulate the balance of trade.

The present government policy is to continue and extend public works, education, and health and sanitation, and to accomplish this policy revenues are necessary. Many leaders point to the virgin lands of Mindanao as a solution, passionately advocating the wholesale removal of people from the more congested regions. Hopes have been expressed as to the entire practicability of this scheme without taking into consideration many factors that militate against The politician desires the occupation of Mindanao to convince land-hungry nations that it would offer no logical excuse for economic interference, and that the establishing of Fili-pino Christians on the agricultural lands would pino Christians on the agricultural lands would serve to modify the so-called Moro question, which tends to self-determination. Be this as it may, the question still arises of successfully converting the 9,000,000 hectares of Mindanao into actual productive farms.

LUZON COLONIES MORE SUCCESSFUL

Notwithstanding the congested areas a few miles away from Mindanao, few settlers have availed themselves of its virgin lands. A few scattered settlements around the northern coast, forming a fringe, as it were, show the efforts of four centuries of emigration. The exotic colo-

nies formed by the government are still more of a liability than an asset. In this reluctance to emigrate across the narrow seas, the Filipino exhibits the same traits as do the Malays of Java with regard to Borneo, in spite of the intense struggle for life existing in the more congested areas

The public lands in Luzon, opened up since American occupation, have had more success for the following reasons. These were settled by the thrifty, industrious, and land-hungry Ilocanos under the old liberal land act, which was both simple and stable. In a manner they were contiguous to their home districts and were able to examine the tracts desired, and could transport their live-stock and household effects with facility; and those who were unfortunate or who could not stand the struggle of opening up new lands, could easily return home. crops produced were easily transported and marketed, but it is also worthy of note that in nearly all cases the lands taken up were dedicated to the production of food crops, as these settlers were primarily homeseekers and farmers and not given to the growing of the main export crops.

NEED OF CAPITAL

Mindanao offers none of the above factors in favor of the small settler. He has perforce to emigrate far from his home district, and must take up the struggle with a stern nature in the midst of strange conditions. Capital is necessary as he cannot transport his effects and livestock with facility, and there are no settled districts except remote ones from which he can obtain succor until his holding becomes profitable. Government paternalistic colonies have not taken, nor will they ever take, the place of the actual pioneer. In general, the homeseeker concentrates his efforts on the production of food crops, his main necessity, and the climate is not always suitable for the growing of the main food crop-rice-in Mindanao, although root crops and corn aid somewhat.

It has taken centuries of agricultural labor to build up those regions that excel in the production of such export crops as sugar and tobacco, not to speak of hemp and copra. The capital necessary for the successful handling of these crops is not within reach of the individual settler on the public domain, and the sum total of these several factors will retard the individual development of this large island for generations to come unless other means are devised for a successful development along agricultural lines.

EXPORT CROP RAISERS NEEDED

In all possibility a reversal of the idea of individual settlement will have to be forthcoming if capital is to be invested in productive agricultural enterprises. Capital will not invest in agriculture on a large scale (and in Mindanao it must be on a large scale to be successful) unless it is guaranteed to some extent by the land it cultivates. Cuba has found this to her advantage and parts of the British and Netherlands East Indies, who possess identical lands and identical advantages as do the Philippines, are now reversing their policy relative to capital invested in fomenting agriculture in the waste places, with especial regard to the main export

They have come to realize the fact that the boasted natural resources that lie idle and undeveloped are not an asset, perfervid orations to the contrary notwithstanding, and that national wealth and national revenues are only forthcoming when the lands available are under profitable cultivation. What the Orient requires is not so much nations of farmers as nations of planters of export crops.

In any effort to settle Mindanao and make it

an asset to national wealth, and of course national revenue, provision must be made for the employment of larger amounts of capital than that possessed, even in the aggregate, by mere home-seekers, as the small settler is, and always has

been, primarily a food producer for himself and his immediate family. The development of this large archipelago needs men of large vision, and those whose practical common sense sees things as they are and not as they theoretically should be.

### MAJOR GENERAL WILLIAM M. WRIGHT

Our cover this month bears the portrait of Major General William Mason Wright, the new Department Commander who arrived in the Philippines last month, succeeding Major General Francis J. Kernan. General Wright is no stranger to the Islands, having been here during the insurrection and in the days of reconstruction. He also served a tour of duty in the Phil-

tion. He also served a tour of duty in the Philippines from 1911 to 1913.

Born in Newark, New Jersey, on September 24, 1863, General Wright entered the U. S. Army on January 5, 1885, from civil life as a second lieutenant in the 2nd U. S. Infanty. On December 17, 1891, he was promoted to first lieutenant in the 5th Infantry, being transferred back to the 2nd U. S. Infantry in February, 1892. The early part of his military February, 1892. service was on the frontier and at Fort Omaha, Nebraska. In 1889 he went to the Infantry and Cavalry School at Fort Leavenworth, was graduated there in 1891, and rejoined his regiment.

When war was declared against Spain Lieutenant Wright was commissioned captain and Assistant Adjutant General of Volunteers. He participated in the Santiago, Cuba, campaign, and was honorably discharged from the volunteer service on May 12, 1899, having received the commission of captain in the

Regular Army.

In 1899, Captain Wright came to the Philippines serving during the insurrection and the carly days of reconstruction. During the years 1905-1908 he was on duty with the General Staff. On May 14, 1908, he was commissioned major in the 8th U. S. Infantry. On March 12, 1911, he was made Adjutant General of the Philippine Department, arriving in the Islands in June of that year. He left the Islands in March, 1913, and in November of that year was commissioned lieutenant colonel, being assigned to the 19th U.S. Infantry in April, 1914. During the next two years he served with General Funston at Vera Cruz, Mexico, and along the Mexican border, being promoted to colonel of the 19th Infantry on July 1, 1916.

When the United States entered the war. Colonel Wright was made brigadier general in the Regular Army, May, 1917, and in August of that year was promoted to major general in the National Army. In September, 1917, he was assigned to the command of Camp Doniphan, Fort Sill, Oklahoma. His first duty during the world war was the organization of the port of embarkation at Hoboken, N. J. He organized and trained the 35th Division, took it to France, and organized and trained successively the Third, Fifth and Seventh Army Corps. On September 6, 1918, General Wright took command of the 89th Division and was in command of it during the St. Mihiel and Meuse-Argonne operations.

After the armistice, General Wright was asigned to the command of the First Corps, which he retained until March, 1919. He then returned to the United States and became Executive Assistant and Director of Supply. War Department, General Staff. On July 1, 1921, he took command of the 9th Corps area. with headquarters at San Francisco, where he remained until February 7, when he sailed to take command of the Philippine Department, arriving here March 4.

Major General Wright has numerous decora-

tions, both American and foreign.

### Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. PERKINS.

General Counse! of the Chamber.

Foreword:—The Supreme Court of the Philippine Islands, composed of nine members, is the Court of last resort for nearly all cases arising in the Islands. A very few are appealed to Washington, from time to time, such cases generally depending upon the construction of some clause of the Constitution or of some Treaty or Act of Congress. The Supreme Court sits in Manila both en banc and in divisions. There are two divisions, one composed of four justices and the other, of five. Many of the cases disposed of by the Court are handled in division and such decisions are not ordinarily published. It is only when it sits as a body, en banc, that the decisions are published in the Official Gazette and become precedents for future guidance. Such decisions, as reported from time to time in the Official Gazette, will be noticed in these columns when considered to be of interest to the American business community or when relating, in general, to the commerce and industry of the Islands, by quoting from the syllabus of the case.

### MARINE INSURANCE

Rule of Construction,-Where an insurance policy for the loss of a vessel is issued "warranted trading between Bitas, Tondo, or Pasig River and steamers in the Bay of Manila or harbor," under the rule of construction the physical conditions then and there existing should be read

ditions then and there existing should be read into and become a part of the policy.

2. Id., Id.—Section 120 of Act No. 2427 of the Philippine Legislature provides: "A loss may be either total or partial," section 121, "Every loss which is not total is partial," section 122, "A total loss may be either actual or constructive," section 123, "An actual loss is caused with the partial," section 123, "An actual loss is caused total description of the thing insured." structive," section 123, "An actual loss is caused by: (a) A total destruction of the thing insured; (b) the loss of the thing by sinking, or by being broken up: (c) any damage to the thing which renders it valueless to the owner for the purpose for which he held it." Where an insurance policy is issued at Manila, the provisions of the law should be read into and become a part of the

policy.
3. Total Loss.—Where an insured lighter was sunk to the bottom of the bay, and, under the conditions existing, it was of no value to the owner, it was an actual total loss.

4. Id.; Id.—If it was not of any value to the owner, it was an actual loss or "a total destruction of the thing insured" within the meaning

of those sections.

5. Construction.—Where a policy which was issued at Manila provides that it "shall be of as much force and effect as the surest writing or policy of insurance made in London," and there is no allegation or proof of the Marine Law of s no anegation or proof of the Marine Law of Great Britain, the policy should be construed under sections 120, 121, 122, and 123 of Act No. 2427 of the Philippine Legislature. Philippine Manufacturing Co. vs. Union Insurance Society of Canton, Ltd. XX Off. Gaz. 507, March 4, 1922.

### PRINCIPAL AND AGENT

1. Agency; Action of Third Person Against Principal; Effect of Principal's Denial of Agent's Authority.-A person with whom an agent has contracted in the name and for the account of his principal, has a right of action against the latter on such contract, notwithstanding the principal's denial of the commission or authority

2. Id.; Proof of Agent's Commission or Authority. In an action against the principal by a person with whom the agent has transacted business, the plaintiff may prove the existence of the agency notwithstanding the defendant's denial

thereof in his answer.

3. Id.; Article 247 of the Code of Commerce Construed.—Article 247 of the Code of Commerce Provides that "the contract and the actions arising therefrom shall be effective between the principal and the person or persons who may have transacted business with the agent; but the latter shall be liable to the persons with whom he transacted business during the time he does not prove the commission, if the principal should deny it." Under this provision, as we construe deny it." Under this provision, as we construe it, the mere fact that the agent becomes liable to the third person upon denial of the agency by his principal and upon his failure to prove the same, cannot and does not, of itself, wipe out

the liability of said principal to the person with whom the agent has contracted in the name of the principal. The third person can prosecute his action against the principal and if he does not succeed because of his failure or inability to prove the agency upon which the action is based, he can turn to the agent himself; or, if he so elects (as he undoubtedly would if he knew before-hand that he could not prove the agency), he can sue the agent directly, without the necessity of suing the principal first. In other words, the denial of the agency by the principal will save him from liability to a third person on a contract executed in his (principal's) name by one who purports to be his agent, only when such agency or commission is not ultimately proved.

Isidro Nantes vs. Damian Madriguera and Anacleto Cainto. XX Off. Gaz. 567, March

### CORPORATIONS; AUTHORITY OF GEN-ERAL MANAGER

Estoppel to Assert .- In an action to recover the value of the property, the defendant, having alleged that the quedans were invalid and wrong fully issued, and that the copra therein described was not in its warehouse, is estopped to claim or assert that the plaintiff did not comply with conditions precedent.

2. Cannot Deny Existence of Quedans and Plead Their Provisions.—In an action to recover the value of the property described in quedans which were duly issued, the defendant has no legal right to deny the existence of the quedans, and then claim that the plaintiff has not complied with their provisions.

3. In an Action to Recover Personal Property or Its Value, Tender of Charges and Liens is not Necessary Where Defendant Claims that the Property is not in Existence or Its Possession .- Where by the provisions of the quedans the property was to be delivered upon the payment of certain charges, it is not necessary to tender such charges where the other party denies liability, is not willing to perform its part, or to deliver the prop-

Where One Corporation Appoints Another as Its General Manager, the Former is Bound by the Authorized Acts of the Latter Within the Scope of Its Authority.-Where the defendant entered into a written contract appointing P. F. & P. Co., another corporation, as general manager of its business for a term of years, with full power to manage its business, subject only to the control of the defendant's board of directors, and under such power P. F. & P. Co. issued the quedans of the defendant in its own name and pledged them as collateral with a bank, which received them in good faith, the defendant is bound by the acts of its general manager, and estopped to deny its authority to issue such quedans.

5. Corporation Bound by Acts of Its General -Where one corporation appoints Manager.another corporation its general manager with authority to issue quedans in the name of the former, and the latter issued quedans of the former in its own name and pledged them for value to a bank as collateral, in the absence of fraud or collusion to which the bank was a party, the quedans are valid and binding, and the former is liable to the bank for the property therein described or its value.

Philippine National Bank vs. Producers' Warehouse Association. XX Off. Gaz. 626. March 18, 1922.

### FORGERY

Forgery; Similitude of Forged Signature to Genuine; Feigned Participation of Person not Taking Part.—While it is established doctrine that a conviction for the forgery of a signature, whether to a public or private document, cannot be had under subsection 1 of Article 300 of the Penal Code unless the forged signature appears to have been made in the similitude of a genuine signature, or in imitation thereof, this circumstance is no impediment to conviction, under subsection 2 of the same article, for forgery of the document to which the questioned signature is affixed, where as a consequence of the act of forgery it is made to appear that the person whose signature is forged had participated in the execution of the document when he did not in fact do so. (Doctrine of U. S. vs. Buenaventura, 1 Phil., 428, modified.)

The United States vs. Eladio Cinco and Eusebio Pedoña. XX Off. Gaz. 644. March 21, 1922.

### TAXATION; MERCHANTS' SALES

Taxation; Taxes of Merchants' Sales; Who Are Merchants.-Held: Under the facts stated in the opinion, the plaintiff did not act as a merchant, nor as a commission merchant, in the transactions for which a tax was imposed on him by defendant under Section 1459 of Act No. 2711. The collection of such tax was therefore illegal, and the same should be refunded.

[Note.—The facts stated in the opinion are as follows: "Sometime prior to the commencement of the present action the plaintiff granted a credit of P15,000 to one Manuel Bahamonde for the purples of for the purchase of copra. The plaintiff's office was in the city of Manila. Manuel Bahamonde The plaintiff's office was to purchase the copra in the provinces. Manuel Bahamonde purchased the copra and sold the same to various persons in the city of At the time the said credit was granted to Manuel Bahamonde by the plaintiff, it was agreed that when the copra was sold the plaintiff agreed that when the copra was sold the plaintiff was to inspect the weighing of the same and collect the price therefor, for the purpose of guaranteeing, or securing the payment of, the said credit of P15,000, for which services the plaintiff received from Manuel Bahamonde a certain amount stipulated in their contract. The only connection which the plaintiff had with the purpose and sale of the copra in question the purchase and sale of the copra in question was to see that it was properly weighed and the price therefor collected. The various purchases and sales made by the said Manuel Bahamonde covered the year, or practically all of the year, 1918. The defendant, as Collector of Internal Revenue, insisted that the plaintiff was a commission merchant and collected from him, under protest, the sum of \$\mathbb{P}640.38\$. The present action is brought to recover that sum with costs. E. A. P.1

Campos Rueda y Cia., S. en C., vs. Wenceslao Trinidad, etc. XX Off. Gaz. 646, March 21,

ESTAFA
Criminal Law; "Estafa" by Means of Falsification; Simulation of Signature not an Essential Element.—We have held in several cases that a person cannot be found guilty of document by using the signature of another, unless in the execution of at the document he attempted to imitate or simulate the signature of the latter. (U. S. vs. Paraiso, 1 Phil. 67; U. S. vs. Roque, 1 Phil., 372; U. S. vs. Buenaventura, 1 Phil., 428.) The doctrine announced ventura, 1 Phil., 428.) The doctrine announced in those decisions, however, has been somewhat modified, if not revoked, by later decisions in the cases of United States vs. Braga (12 Phil. 202) and United States vs. Cinco and Redoña R. G. No. 12127, decided October 15, 1917, not published), especially in a case where the alleged forgery or falsification was made with reference the account of the property of the second of the contract of the c to a mercantile document.

Id.; Id.; Id.—One who makes it appear falsely that the alleged party to a document was laisely that the alleged party to a document was a real party thereto when, as a matter of fact, he did not participate in any manner whatever in the transaction, is guilty of falsification ever though there was no attempt to imitate or simulate the signature of the person whose name was

illegally used.

The People of the Philippine Islands vs. Eugenio V. Isla. XX Off. Gaz. 667. March 23, 1922.

### ADMIRALTY LAW

1. Admirally Law; General Average; Neutral Cargo on Interned Vessel.—Agricultural machinery on board a merchant vessel carrying the flag of a belligerent nation, and belonging to a sub ject of a neutral power, is not subject to general average to satisfy the costs and expenses incident to the internment of the ship in a neutral port. In such case there is no common danger to vessel and cargo, and hence no case for general average.

2. Contract; War as Affecting Contract Be-tween Subjects of Belligerent and Neutral Nations. -The outbreak of war between two powers does not abrogate a contract between a subject of one of the belligerents and the subject of a neu-tral power; and though the contract may thus become impossible of exact performance, it will still be given effect if it can by any reasonable construction be treated as still capable of being

performed in substance.

3. Id.; Contract of Affreighment; War as Affecting Obligation of Ship; Liability for Cost of Forwarding Cargo.—In the spring of 1914 a German vessel undertook to carry merchandise, German vessel undertook to carry inerchangise, the property of an American corporation, from Hamburg to Vladivostock, reserving the right in case of inability to effect discharge at the port of destination to forward the same at its own expense by some other means. When the voyage expense by some other means. When the voyage was almost completed, war broke out between Germany and Russia, and the ship put into the ort of Manila, where it was interned. The captain did not elect to discharge the cargo, and refused to surrender it to the owner, who recovered possession by means of an action of replevin. Held: That while the outbreak of war absolved the ship from its obligation to carry the cargo to the Russian port, it was nevertheless liable for the cost of forwarding the cargo by another line, the full freight having been received

by the ship at the commencement of the voyage.

4. Id.; Illegality of Contract; Stipulation Limiting Jurisdiction of Courts.—A stipulation in a bill of lading emitted in a foreign country to the effect that all disputes arising under the contract shall be decided exclusively in the courts of the country wherein the contract is made can not have the effect of defeating the jurisdiction of the courts of the Philippine Islands, in any case involving the application of such contract, and properly coming before those courts.

5. Conflict of Law; Contract Made in Foreign Country; Presumption as to Law of Place of Contract.—When it is proposed to invoke the laws of a foreign country as supplying the proper rules for the interpretation of a contract, the law upon which reliance is placed must be pleaded and proved. Otherwise, it will be pre-sumed that the law prevailing in the foreign country is the same as that which prevails in this jurisdiction.

International Harvester Company in Russia vs. Hamburg-American Line. XX Off. Gaz. 690. March 25, 1922.

### Recommend Price-Fixing Committee for School **Embroideries**

Recommending the appointment by the Governor General of a special committee to fix the prices of all articles manufactured by the Bureau of Education, so as to eliminate ruinous competition with the private retail trade in em-broideries, the special committee appointed by the president of the Chamber last December to investigate the matter handed in its report on March 13. The Board of Directors approved the findings and endorsed them to the Governor General for his information and guidance

The special committee was composed of Robert E. Murphy, chairman, Alice M. Miller and Walter Robb. Several meetings were held and investigations made by the members. various retail and wholesale establishments in Manila were either visited by members of the Committee or communicated with by letter. The Committee also visited the Bureau of Education and communicated with the Bureau by letter. Replies were received from the Director of Education as well as from practically all the embroid-Based on all this inforery houses in Manila. ery nouses in Mania. Based on all this information and the personal investigation and experience of the members of the committee, the report was agreed upon. It says in part:
"The Committee finds that the exporting of lace and embroidery by the Bureau of Education deep not constitute and the same of the committee of the committ

does not constitute competition to the export embroidery and lace concerns, as the figures reported by the Director of Education for the value of exports for the year 1921 are not considered to be sufficient to affect the trade.
"The Committee does find, however, that the

monthly sales of the Bureau do constitute competition to the retail establishments in the City. They not only constitute competition, but practically eliminate them from the field.

"It must be remembered that the Bureau pays no taxes, no rent, no salaries for supervision, no salaries for labor, no light, no transportation in fact the only charge against the finished garment is the cost of material, while on the other hand the commercial concerns are required to pay a percentage tax, and income tax, salaries for supervision and for labor, rentals, lights, transportation, supplies of all kinds, losses by theft and damaged materials and all the ordinary and extraordinary expenses incident to the conduct of a commercial establishment.

"It is a fact that the Bureau sells garments at prices 25% lower than the actual cost of manu. facture by commercial concerns. It is also charged against the Bureau that they copy It is also designs of local concerns and sell them cheaper than the original producer.

### RECOMMENDATIONS

"It is recommended:

"First.—That a committee be appointed by the Governor General for fixing prices on all articles manufactured by the Bureau of Education, this committee to be composed of two representatives from each of the different industries represented by the articles manufactured, and one representative from each of the industrial divisions of the Bureau from which articles are sold. It will be

designated as the price-fixing committee.

"Second.—Instead of the manufacture and sale by the Bureau, there be a monthly exhibit to dealers, and only goods left unsold be placed on sale to the public and that the prices be agreed

upon by a price-fixing committee.
"Third.—That on lots of embroidery large enough for wholesale purchases, wholesale and ringin for wholesate purchases, wholesate am retail prices be fixed, and that no embroider, or lace be sold by the Bureau until the established dealers have had the refusal thereof. If under such an arrangement odd pieces or odd lots accumulate, the Committee should be called to readjust the prices.
"Fourth.—That one representative from each

of the Industrial Divisions of the Bureau from which goods are sold should be on the price-fixing

committee.
"Fifth.—That no direct sales be made to commercial concerns in the United States and that no advertising of any kind be carried on by the

"In view of the well-known fact that the Governor General is not in sympathy with the government entering into business enterprises in competition with commercial concerns, it is recommended that this matter be brought to the attention of the Governor General. It is such a serious matter for the local retail establishments that unless the activities of the Bureau are curbed, quite a few of the commercial concerns will be compelled to close their establishments."

### Chamber Asks Shipping Board to Boost Philippine Tourist Attractions

Acting on the recommendation of the Newspapermen's Section and in view of the fact that the tourist attractions and advantages of Manila are not properly or adequately being set forth, the Board of Directors of the American Chamber of Commerce, at its meeting of March 21, passed a resolution requesting the United States Shipping Board to feature the Philippines in its nationwide advertising campaign in behalf of Shipping Board vessels and tourist travel in

The resolutions follow in full:

"Whereas, the United States Shipping Board is at present engaged in a nation-wide campaign, advertising its shipping lines and the countries to which these lines touch, with a view to furthering the tourist traffic and attracting tourists to those countries; and

"Whereas, the business interests of the Philippine Íslands are desirous of attracting a larger number of tourists to the Philippine Islands than has heretofore come to the Is-

lands; and "Whereas, the Philippine Islands offer attractions to the tourists that are equal or superior to those of other Far Eastern coun-

"Whereas, the Philippine Islands are a American possession and the capital, Manila, is the Far Eastern base of the American Shipping Board lines; Now, therefore,

"Be it resolved, by the Board of Directors of the American Chamber of Commerce of the Philippine Islands that the United State Shipping Board be requested to especially feature in its national advertising the attraction. tions and advantages of the Philippine Islands as compared with those of other Far Eastern countries, to the end that tourist travel to this American possession be increased and promoted; and

"Be it further resolved, that the American Chamber of Commerce of the Philippine Is-Board all its facilities for obtaining and furnishing information to that end or along any lines desired by the Shipping Board; and

"Be it further resolved, that a copy of these resolutions be forwarded to the local office of the United States Shipping Board, the Governor General of the Philippine Islands, and the press."

### Professor Taylor Talks on Labor Problem

On Tuesday, March 7, Professor Graham Taylor, noted Chicago sociologist, who had just arrived for a visit to Manila, was the luncheon speaker. Mr. Taylor made a very interesting address on the general subject of the relations between capital and labor. Of most significance to local business men was his remark that the 'cheap labor of the Orient is a menace to western This was brought home to him, he said, by the manner in which the coolies at the Shanghai dock permitted themselves to be beaten up and scattered—showing a lack of fighting spirit and ambition. Anyone attempting to handle a crowd of laborers in such a manner in Chicago, he stated, would have been thrown into the river by them.

FRIENDS THEN ENEMIES

Regarding the foreign labor element in the Regarding the lotein labor territors in the United States, Professor Taylor believes it is as patriotic as any other. He cited from his own experience in Chicago during the war when not less than 12,400 of his non-American neighbors enlisted and went to fight for Uncle Sam, voluntarily, giving up their alien claims. "I don't care for the so-called '100% American' who cuts off the hyphen entirely and forgets all about his mother country. Such a man is an exotic, not a natural product."

Chicago, he said, is a strong union city. During the war, however, the captains of industry and the labor leaders sat around the table together, working for a common cause. Each found the other fellow not so bad as he had imagined. When the armistice came along, strange to record, these same fellows went after each other The laborers were as disregardful of the rights of the employers as the latter had been of the rights of the employees during the war. The most serious labor situation there now is in the building trades, and unless it is remedied soon no real progress toward economic recovery can be made. Judge Landis, Mr. Taylor said, recently arbitrated the differences and established a scale of wages. This, however, has not been accepted by a number of unions, and the latter are causing all the trouble.

### SETTLING DISPUTES PEACEFULLY

The International Harvester Company, Professor Taylor declared, is trying out an interesting, sor laylor declared, is trying out an interesting, and thus far successful, experiment in capital-labor coöperation. It is called the Industrial Council and was devised during the war. At the conclusion of hostilities, the plan was submitted to a referendum of the employees and was counted by all but one plant in China and the control of the council accepted by all but one plant in Chicago. It afterward developed that back of the opposition was a certain union element that regarded the Industrial Council plan as a rival of the union and hence opposed it, openly and secretly. The union's attempt to kill the plan was unsuccessful, however, due to the cooperation of the workers with the Industrial Council.

The Industrial Council takes in every employee, regardless of trade, Mr. Taylor explained. It is managed by a committee in which the management and the employees are equally represented. To this body all questions of wages, hours, hiring, "firing," and general administration are referred. In case of a deadlock, the matter is referred to the president of the company. His decision is then submitted to the whole Industrial Council for ratification. If it is not accepted, it is submitted to a board of arbitration whose decision is final.

Mr. Taylor then described the system employ ed by the clothing industry of Chicago, headed by the Hart, Schaffner, and Marks concern. Each shop has a committee chosen from its own workmen. This committee attempts to settle all disputes, and does so in a large proportion of cases. If no decision can be reached, the case goes to a trade board, composed of one representalive of the employers, one representative of the employers, and a third impartial member whose salary is borne share and share alike by the workers and by the employers. Appeal

from this board may be had to a board of arbitration composed of a lawyer representing the workers, another lawyer representing the firm and a third impartial member. This is the final court of appeal. For ten years now, Professor Taylor stated, this system has kept peace in the Chicago clothing trade. The hero of this system, he said, was Sidney Hillman, a young Russian Jew, who devised the plan and has kept it going as one of the arbitrators.

At this point, Mr. Taylor took occasion to bring out the necessity for the adoption of ideals. "Some of us must go farther than we should," he declared, "in order to get ahead at all. There is nothing worth while without

### Anti-Foreign Feeling In China

The speaker then told of the investigation of the Pittsburg steel industry undertaken by The Survey some years ago, of how it brought about some startling figures regarding the death rate and health conditions of the workers, and how finally the citizens of the town and the steel magnates themselves were forced to see the light and to improve conditions. The war intervened and a supplementary investigation showed conditions to have been almost as bad as before the war. Once more the steel trust was persuaded to bend its efforts toward improving the lot of the worker.

The Tennessee Coal and Iron Company, he said, is doing everything possible to lighten the lot of its workers. Even in the Orient, in a large Japanese silk mill, the employees, mostly women,

are well taken care of and everything is being done to make them happy and contented with their work. It was at this point that Mr. Taylor made his reference to the Oriental labor menace. He also said that he had been reliably informed that the hatred against foreigners in China is as strong today as it was during the Boxer rebellion.

Professor Taylor predicted the formation of a

big, world-wide labor union as the inevitable outcome of the amalgamative and cooperative movement in the industrial world. If the employers combine, he stated, why haven't the workers the same right to combine and pool their resources and fight? This is the argument, and it will be hard to refute, he said.

### FEARS LEWIS

President Compers of the American Federation of Labor, he claimed, is an ultra-conservative compared with some of the rivals for the labor If Lewis, his likely successor, should leadership. come to the head of the Federation, he added, "then watch out". We are face to face with a service problem, a problem of service to humanity, and the public will have something to say about it-perhaps slowly, but, at any rate,

TRIBUTE TO WOOD

TRIBUTE TO WOOD

Professor Taylor concluded with an eloquent tribute to Governor-General Wood, who, he said, "has exemplified that word service, until it has assumed something of the elements of the Christian cross, the cross of self-denial—economic, social, political, industrial, national, international self-denial."

Performer Truber in corporativity other social.

Professor Taylor in company with other sociologists has been living in the slum districts of Chicago for over 30 years, working for the im-provement of the lot of the submerged workman and his family. He is professor of social economics at the University of Chicago and a contributor to the Chicago Daily News for many years.

### Gets Pleasant Surprise in Manila

On Wednesday, March 15, during the noon hour, the members of the Chamber had the pleasure of hearing an address by Rev. John B. Ferguson, the new pastor of the Union Church of Manila. Rev. Ferguson arrived early in March with his family from Franklin, Indiana. He began his address by expressing pleasurable surprise over the climate and conditions in Manila. Before he started for the Islands, he said, he had been filled up with all sorts of terrible tales of heat, insects, etc. "Never before have been to a place to which we were so afraid to go," is the way he expressed his own and his family's feelings. They were agreeably surprised by the easy railway voyage and, above prised by the easy railway voyage and, above all, by the excellent accommodations on the United States Shipping Board boats, where children were welcome. "I am now willing to stand for an American ship subsidy," he declared, adding, "No American with children will sail adding, "No American with child on anything but an American liner.

The stories about mosquitoes, he stated, were exaggerated. "Where in the United States," he asked, "could you sit outdoors in the evening without a screen and with a light over you and read in perfect comfort?"

THE AGRICULTURAL "BLOC"

Having lived with the farmer for many years, Mr. Ferguson thought he was in some measure qualified to speak on his reactions. He dealt more particularly on the so-called "agricultural bloc" problem. The American farmer, he pointed out, had been getting along very well during the war because of the good prices he received for his products, but last year a slump set in. There came a five per cent reduction in the things he bought, but a 100 to 200 per cent reduction in the things he sold. The farmer naturally complained—who would not complain under the circumstances? Rev. Ferguson then showed how the farmer is fighting against monopoly and greed, but declared that he is not voting solidly as a class. He is simply fighting for his right, as a producer of a necessary commodity

to obtain a price over and above the cost of to obtain a price over and above the cost of production. Senator Capper and others of the so-called "bloc," he declared, are not radicals or Socialists. Barney Baruch, the banker and one of ex-President Wilson's confidential advised to the controlled the formation of the cost of the controlled the controlled the cost of the cost ers, is with the farmers, and he certainly has no communistic views. The farmer, the speaker asserted, has many friends who believe that there should be no interference, in the way of specula-tion or other means, in the farmer's effort to sell his products at a reasonable price.

PROHIBITION HERE TO STAY

Rev. Ferguson referred to prohibition, stating that it has won, not as a moral issue but rather as an economic issue. Even such newspapers as the New York *Times*, the Chicago *Tribune*, and the Cincinnati Inquirer, he declared, which had never been very favorably inclined toward prohibition, are beginning to show an appreciation of its economic phases. The attitude of the average thoughtful man who is personally opposed to prohibition, the speaker said, is someopposed to promotion, the speaker said, is something like this:
"I'm dead against it, but it's here and here to stay."

NEVER HEAR OF ISLANDS

The Philippines, Rev. Ferguson said, are not very much in the minds of the people at home. "In our home town," he stated, "we have even heard of Yap and Shantung—but the Philippines are too far away." The people of the country, he continued, have a sort of an academic interest in the Likeste but see not much concerned about in the Islands but are not much concerned about their administration, which they are willing to leave to the authorities in Washington.

"The people of the United States agree, as they have never agreed on anything to my knowledge," he declared, "that General Wood is the man best qualified to render service to the nation out here in the next few years. will be trying and interesting times, and they require men of good judgment and tried experience."



### EDITORIAL OFFICES

# American Chamber of Commerce 2 CALLE PINPIN

P. O. Box 1675

Telephone 1156

As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

Vol. II

**APRIL, 1922** 

No. 4

### THE FIRST SIX MONTHS

On April 15, General Wood will have served six months as Governor-General of the Philippines. An appraisal of his accomplishments, so far as the business community is concerned, might not be out of order.

In general, it may be stated that General Wood has progressed slowly and surely toward the economic and financial rehabilitation of the Archipelago. His first concern, he himself announced, was with the country's finances. These were in a deplorable state when he took office. The story is too well-known to require repetition. With a government bank in difficulties, declining revenues because of a business depression, and governmental expenses piled up to the limit, General Wood found himself confronted with a very difficult situation. Added to these economic difficulties were those of a political nature. Before any reforms could be effected, the Legislature had to be consulted. That body had to approve certain legislation essential to the carrying out of the administration's program, and it was by no means certain that the Governor-General could count on the cooperation and support of the Legislature after the publication of the report of the Special Mission to the Philippines, of which he was the head.

However, the financial measures required by the Governor were passed, as were a majority of the bills he desired put through. This in spite of the fact that a cleft between the two branches of the Legislature developed which might easily have resulted in a complete deadlock of all legislation. With the measures now on the statute books and those requiring the approval of Congress before final enactment, the Philippine government will be able to resume its financial status with clean books, although, of course, heavily in debt. The pushing through of this financial program must be regarded as a real accomplishment to the credit of the Wood régime. Almost any administration would have been forced into a similar program out of sheer self-preservation, but another administration might have found it much more difficult to carry it out. The process has been a slow one but a steadily progressive one, marked by patience, diplomacy, tact and understanding.

There are other matters which, in the judgment of many Americans, might have required a more assertative and definite course than was actually pursued. Thus, a number of people have maintained that the Council of State should have been summarily dismissed and that a new Cabinet should have been appointed. However, there are two apparent difficulties that might easily have prevented the carrying out of such a policy, even if the desire had been there. One is the fact that the Council of State has been specified in so many laws that its elimination would have the effect of invalidating some of the most important acts on our statute books. The other is the difficulty of inducing properly qualified men to take the places. There is room for argument on this point. It is conceivable,

however, that a too drastic change in the high Filipino bureaucracy would have seriously impeded the progress of the legislative program.

On the other hand, the Governor-General has made a number of appointments in direct opposition to native political pressure. Among these are Chief of Police Green, Judge Teodoro and Governor Thorp of Davao. In addition he has restored to service half a dozen American majors of Constabulary, also in opposition to the Filipino political viewpoint. These were acts of courage and determination. They show that where the need was real and urgent, political considerations were disregarded for the welfare of the government and the people.

Commendable progress has been made in the attempt to free the Manila Railroad Company from political influence and transform it from a governmental loss into a governmental asset. This is one of the important links in the task of "getting the government out of business."

In the realm of health and sanitation, notable progress can also be recorded. There is little doubt but that General Wood was largely instrumental in bringing the Rockefeller Foundation to the Islands. This organization is just beginning its labor of attempting to rid the Islands of malaria, tuberculosis, hookworm and other diseases, in cooperation with the government. The lepers and insane are being better taken care of and the prisons are being reformed. There is a general movement toward improved conditions, a movement inspired from above and over which Malacañang keeps close watch. No impartial observer can help but note the improved morale and spirit of the civil service since General Wood has taken hold of the Chief Executive's reins.

These and other improvements and benefits, however, are only a beginning. Only a start has been made in the right direction. If General Wood should retire from the Islands after only a year's stay here, there is no guarantee that the labor he commenced and the results he has begun to achieve will continue. It is extremely difficult to find men of the proper caliber for this most important national task. No man better fitted for the post could be found anywhere. Whatever criticisms may have been launched against the Wood administration, the fact remains that those most competent to judge are satisfied with the results recorded thus far. There is a general desire to have General Wood continue in office until some permanent good is accomplished. Business men naturally would like to see the government run efficiently and smoothly. Settled political conditions promote trade and obviate risks. Stability is the handmaiden of prosperity. With General Wood in the chair for an indefinitely prolonged period—much can be hoped for that will benefit Philippine business in general. Should be leave at the expiration of a year's service, much of the good accomplished may be lost. We think it is only fair for the General to advise the people of the Islands at this time as to his intentions regarding the length of his stay here.

### THE INDEPENDENCE MISSION

With the country on the verge of bankruptcy and the governmental deficit increasing instead of decreasing; with the government forced to curtail its public works program and pare its expenses to the bone; with the governmental income constantly declining, the Filipino political leaders have decided to send another Independence Mission to the United States at a cost of half a million pesos, that being the amount automatically set aside for the purpose annually from the current resources by a bill passed three years ago.

It is plain that the country cannot afford the Mission. It is also evident that many of the leading Filipinos cannot accompany the Mission because of the electoral campaign. The elections take place in June and practically every Filipino of political prominence is interested in the campaign, most of them personally as candidates. They could not accompany the Mission, which is scheduled to leave the end of this month, without neglecting their political interests—and that might mean political harkari. It would therefore surprise most outsiders to see either Mr. Quezon or Mr. Osmeña accompany the Mission.

Another reason against the going of another Mission is the fact that the previous Missions have had no results, and it is by no means certain that the present one will. Coming on the heels of the Wood-Forbes report, which is regarded as unimpeachable and authoritative by the vast majority of Americans, the Mission would hardly attract passing notice. No combination of Filipinos, however numerous or locally prominent, can hope to place its strongest and most earnest propaganda in the balance against the mere word or opinion of General Wood and former Governor Forbes, so far as the people of the United States or Congress are concerned. The Mission cannot help but be a futile one.

One of the prerequisites of a stable government is the ability to handle public funds honestly and economically. The spending of half a million

pesos on an Independence Mission at the present time would be an act of the grossest extravagance. The very fact that the money is being spent for such a purpose at such a time will do more harm to the independence cause than any good that could be accomplished by the Mission.

Business men are vitally interested in the matter because the carrying away of half a million pesos from the Islands is a serious proposition from an economic standpoint at the present time when money is scarce and business is restricted on account of this scarcity. We doubt if the backers of the Independence Mission idea can justify the dispatch of a Mission to the United States at the present juncture of conditions and events.

### THE SAN FRANCISCO CHAMBER'S TOUR

The Oriental Relationship Tour of the San Francisco Chamber of Commerce has been a success from many angles, judging by the comments of the delegates after their return to the Golden Gate. All of the business men who made the journey now have a clearer and more comprehensive concept of the meaning of Far Eastern trade and its possibilities as an adjunct to America's progress.

One of the lessons learned by the delegation is that a fixed political status is essential for the proper development of the Philippine Archipelago. This, so far as the American community of the Islands is concerned, was the principal lesson we desired to inculcate in our visitors. Once they have learned this lesson, they are in a fair way of thoroughly understanding the problems and difficulties that confront the average American business man in the Islands.

The San Francisco delegates are thoroughly appreciative of the special efforts put forth by this Chamber and other business organizations of Manila to make their stay in the Islands both pleasant and profitable. We can assure our San Francisco friends that the privilege and opportunity of coming in close contact with them was on our part just as pleasant and profitable. We should like to see more of these Oriental Relationship tours. They help much in the universal effort for bigger and better business.

### THE ROCKEFELLER FOUNDATION WORK

The coming of the Rockefeller Foundation to the Philippines with a view to improving sanitary and general health conditions is a big thing both from a sociological and a humanitarian standpoint. It means that thousands of lives will be saved, thousands of homes made happier, and thousands of people spared the debilitating and discouraging effects of disease. However gratifying and beneficial the results from these standpoints, the economic benefits to be secured from the work of the Rockefeller Foundation are even more important.

The elimination of hookworm alone will mean a huge increase in the national efficiency. It will mean thousands of acres more under cultivation and a better yield per acre throughout the Archipelago. This means additional wealth in its most genuine form. If tuberculosis can be conquered, another big gain in national efficiency, and hence national wealth, will have been recorded. In this even and warm climate, it should not be a very difficult matter to make inroads into the white plague. The main requirement would seem to be an educational campaign to impress the people with the importance of fresh air. Malaria is another illness that takes a fearful toll of human life and energy annually. If the Rockefeller people eliminate that disease, they will have advanced the economic status of the Islands appreciably.

The more one analyzes the meaning of the Rockefeller Foundation work, the more one comes to appreciate its tremendous scope and importance. No activity of human life but can be beneficially affected by it. In these Islands it might very well become the determining factor in the political future of the country. If it should result in a marked economic and social advancement among the people, the whole political situation may be affected. Not until one comes in close contact with the work, does one get a true perspective on its transcendence and greatness as affecting the human race.

### ATTRACTING THE TOURIST

The Newspapermen's Section of the American Chamber of Commerce has started a movement having as its object the attraction of a larger number of tourists to the Philippine Islands than have in the past come to this Archipelago. The movement is a laudable and timely one. Now that normal times are supervening and steamship and railroad rates are coming

down, enabling a greater number of people to travel, an effort to attract these travelers to our shores is decidedly in order. In the past most of them have steered away from the Philippines, chiefly because of erroneous information regarding the Islands that has been disseminated among them.

Japan, the Dutch East Indies, Manchuria and other sections of the Far East are carrying on an active propaganda having as its object the attraction of the tourist traffic. This propaganda is eminently successful, judging by the number of people who visit these countries in the course of a year compared with the number that come to the Philippines.

In the opinion of the writer, and in that of many competent judges, the attractions of the Philippines are equal, or even superior, to those of Japan, China, or the Dutch East Indies. The Islands are more sanitary—there is less contagious or infectious disease, and the larger towns have modern sewerage and water supply systems. The scenery in various parts of the Islands cannot be surpassed anywhere and a network of first-class, well kept roads covers the Archipelago. Between the Islands is a magnificent system of natural ocean waterways traversed by steamers. Baguio is a mountain resort having few rivals in the world. Manila itself is replete with interest, with its churches, public buildings, institutions, aquarium, Luneta, sunken gardens, native quarters, etc., etc. It boasts of the finest hotel in the Far East.

Why these attractions and advantages have not been emphasized sufficiently in the past is something that must arouse wonder. However, there is no reason why they should remain unadvertised in the future. If the government, the chambers of commerce, the newspapers and periodicals, and the people will pull together, the Philippines can easily be made one of the world's great meccas of tourist traffic.

### KEEPING HEALTHY IN THE TROPICS

The "tired business man" is the average business man in the tropics. The steady, warm, though not excessively hot, weather tends to produce a chronic lassitude that militates against sustained, intensive effort—unless this effect of the weather is deliberately counteracted. It has been the experience of Americans and Europeans that a sensible diet coupled with systematic and well balanced exercise will do much toward keeping a man, or woman, in good physical condition in the tropics.

There are scores of American and European business men in Manila who find that living in the tropics is not necessarily a serious drain on the physical and nervous energies. First of all, they are careful about their diet. They eat sparingly and at regular intervals. They do not indulge in alcoholic liquors. If they smoke, they do it in moderation. And they exercise. They may ride, swim, box, row, play tennis, golf or football. A not inconsiderable number attend the business men's classes at the Y. M. C. A. Here they obtain systematized and condensed physical exercise. To scores of "tired business men" the "Y" exercise hour is a welcome period of relaxation and recreation as well. They regard it as one of their best investments in the Philippines.

Those who assume without further investigation that life in the tropics is climatically unbearable for the Occidental and that intense and sustained work is impossible because of the constant warm weather, are making a big mistake. Scores of Americans and Europeans work harder in the tropics than they would at home, yet manage to remain in perfect physical health and in the best of mental spirits. They have discovered that the application of a little common sense and the use of a little will power, to the end of adapting one's life and habits to one's environment, are productive of extremely beneficial results. Temperate habits and exercise will keep anybody healthy in the tropics—or anywhere else. Deliberate intemperance and indolence will probably exert their deadly influence more rapidly in the tropics than in a temperate climate. But the world has no use for the intemperate and the lazy anywhere.

### A NEW FEATURE

We desire to particularly call the attention of our readers to the new monthly feature of the JOURNAL furnished by the Chamber's General Counsel, Attorney Eugene A. Perkins, and consisting of a résumé of decisions of the Supreme Court of the Philippine Islands relating to commerce and industry. A knowledge of the interpretations the highest insular tribunal places upon business terms and laws affecting business, is of the greatest value to the merchant, and we feel certain that Mr. Perkins' contributions will prove both useful and interesting. The first instalment, published in this issue, gives an idea of those to follow.



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### Review of Business Conditions For March

### THE UNITED STATES

That a definite trend for the better has now set in is the pretty generally agreed upon con-clusion in the United States. The improvement is not uniform, to be sure, but the country in general has gotten over the roughest bumps of the post-war upheaval and is now comfortably settling back into the even tenor of normalcy.

One of the most significant indications of the trend of business conditions can be found in the New York stock market, which between the end of February and the latter part of March registered a substantial improvement in practically all classes of securities, the industrials leading the way. The stocks that were hardest hit by the business depression of the past two years, recovered the strongest. It is said that the stock market anticipates developments by several months, and if that is true, we are in for a period of prosperity in the United States— boom times are just around the corner. When business starts to boom in the United

States, the corresponding buoyancy will be reflected in the Philippines five or six months later. That is the natural economic cycle due to the distance between the two countries. Merchants in the Islands do business on a much longer cycle Merchants than those in the United States, and this entails a much larger overhead and longer investments of capital, a fact that some people overlook. Both favorable and unfavorable economic developments in the United States require the completion of a local business cycle before they can react in the Philippines.

Nothing has as yet been heard from the Genoa Economic Conference. As this article goes to press, news is received that the Four Power Treaty has been ratified by the Senate. This pact will have an important bearing on business conditions in the Far East. It will tend to stabilize American investments in the Islands and should be followed by an influx of American capital.

### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS Manager, International Banking Corporation

Our February report closed on the 25th of that month with the selling rates for New York exchange quoted at 234% premium for demand drafts and 334% for telegraphic transfers. The market opened on the 27th with rates probability of the 27th with rates unchanged but with a firm undertone. Rates rose ¼% per day until the 2nd inst., when they were quoted at 3½% and 4½%. At this level, however, the demand appeared to slacken and some forward export exchange came out on the rise apparently against sugar and copra.

rise apparently against sugar and copra. The market remained unchanged until the 7th inst., when one bank came out as a seller of demand at  $3\frac{1}{2}\%$  and 30 days sight paper was offered at an even better equivalent. Rates dropped to  $3\frac{1}{2}\%$  and  $4\frac{1}{2}\%$  and assisted by continued offerings, eased away to  $2\frac{1}{2}\%$  and  $3\frac{1}{2}\%$  on the 8th and to  $2\frac{1}{2}\%$  and  $3\frac{1}{2}\%$  on the 9th, remaining at about this level until the 17th, when a slightly firmer feeling set in and the market rose

remaining at about this level until the 1/th, when a slightly firmer feeling set in and the market rose to 2½% and 3½%.

Quotations on the 18th were 2½% and 3½% and the market held that level until the 21st, when it again eased off to 2½%, and 3½% and to 2% and 3% on the 22nd. This report closes on March 24 with the market at that level, although during the intervening days business has been reported at slightly lower rates. has been reported at slightly lower rates.

The market was dull at the close with no

particularly pronounced tendency in evidence.

The London cable rate in New York has fluctuated considerably during the period under review. The rate reported at the close of our February report was 441½ on February 23rd. The highest rate to hand during the period was 1 the ingliest face to hand daring and the latest reported done on March 1st, and the lowest was 4273% reported done on March 1st, Since that date there has been a gradual rise with fluctuations and the closing rate on March 23, the last to hand as this report closes, was 4383/4.

Silver has fluctuated both above and below the level of 32% for spot and 32% forward on February 24, quoted at the close of our last report. Quotations for March 23 came enouga at 333% pence per ounce for spot and 33½ for Quotations for March 23 came through

Sterling telegraphic transfer is quoted in Manila on the 24th at 2/2½ and Banks buying rate for 4 months sight credits is called 2/4-3-16.

Telegraphic Transfers on other points were quoted nominally on March 24 as follows:

Paris	525
Germany	95
Madrid	
Hongkong	$112\frac{1}{4}$
Shanghai	$66\frac{1}{4}$
Singapore	$105\frac{1}{2}$
Japan	$99\frac{1}{2}$
India	
Java	$127\frac{1}{2}$

### MARCH SUGAR REVIEW

By George H. Fairchild President, Welch, Fairchild & Co., Inc.

New York Market:-Since our last Review was written, there has been considerable activity in the New York market which led to a considerable advance in prices and to heavy buying. A present writing there is an uncertain tone in the market with lower prices, but in view of the improvement in the statistical position of sugar, it is felt that this is the usual lull following heavy buying and will be followed later by the usual reaction.

Prices advanced for Cubas from 21/8 cents, c. & f., to 2-9/16 cents, c. & f., but during the past few days there has been an irregular tone in the market and prices have declined. It is reported that there are Cubas offering for prompt shipment at 2-5/16, c. & f.

During the recent rise in the market, holders of Philippine Centrifugals took the opportunity of selling some of their sugars, both affoat and for shipment in the near future. The prices for shipment in the near future. at which these sugars were sold ranged from 3.76 cents to 4½ cents, landed terms, duty paid, the largest sales being made at 4 cents landed terms. At present, owing to the lall in the market, there are Philippine Centrifugals offering at 4 cents but no burget. offering at 4 cents, but no buyers.

The recent advance in the New York market was partly due to extensive purchases by Europe and the Far East. Latest advices from Europe show that the low prices for sugar are stimulating consumption, and if Europe should be in a position to buy her requirements, the outlook for the sugar industry would be much brighter. The low prices for sugar have also stimulated tremendously consumption in the United States. According to a recent Government report, consumption last year amounted to 4,710,000 tons which would mean an increase of almost 20%. over the previous year.

Local Market:-There was considerable activity in the local market following the advance in the New York market, and there have been large transactions in Centrifugal Sugars. Price ranged from P8.50 per picul, first cost, to P9.75 per picul, first cost, and at present there are buyers on the basis of \$\mathbb{P}9.00\$ per picul, first cost.

The local market for Muscovados has not been so active. The recent shipping strike in Hongkong closed that market against our Muscovado sugars, with the result that stocks began to accumulate here and dealers showed more disposition to sell. Japan has also shown very little interest in our Muscovado Sugars, and it is reported that there are still held in bond in Japan considerable quantities of Japan's recent purchases. There have been buyers locally of moderate quantities during the past month on the basis of \$\mathbf{P}7.25 per picul, first cost, for No. 1, with 50 centavos down per grade, buyers preferring to purchase the lower grades.

It is fortunate for the local sugar industry that it has been modernized and now produces the bulk of its crop as Centrifugal Sugars. With the apparent surplus of sugars available for the U. S. market, it is very improbable that Musrovado Sugars could have found a market there, while our Centrifugal Sugars can. The present statistical position limits the market for Muscovados to the Orient, which, of course, can only absorb a limited quantity, and fortunately, owing to the modernization of our industry, only limited quantities of Muscovados are available, so that a fair level of prices has been maintained.

Java Market:—The Java market during the past month has been active and has fluctuated in sympathy with the New York market. The Trust have made sales of moderate quantities during the past month and there was a good demand from Europe. The total sales of new crop Javan sugars made by the Trust to date approximate 750,000 tons, or approximately one-half of the crop.

Manila, March 25, 1922.

### COPRA AND ITS PRODUCTS

By S. P. WHITE

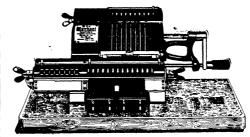
President, Willits and Patterson, Ltd.

The last few days in February and the first week in March marked an extremely rapid rise in the local price of copra. It should be noted that while during the month of February copra dropped to the lowest level in some months, the advance around the first of March reached as high or higher a level than for some months. It is estimated that bodega copra for prompt delivery reached a price of \$\mathbb{P}\$11.50 per picul early in March. The price later in the month fluctuated considerably and for parcels of any size dropped about \$\mathbb{P}\$1.00 a picul under the high point. At the time of writing, prices have again advanced until the level for bodega copra is from \$\mathbb{P}\$10.75 to \$\mathbb{P}\$11.00 per picul.

The increase in local prices, while largely due to advances in American markets, can also be attributed to the small production and arrivals during the period. Fair Merchantable Manila copra was sold as high as 4-7/16 cents, c. i. f., San Francisco, and Cebu sundried was sold as high as 4-9/16 cents per pound, c. i. f., San Francisco, American prices for copra later dropped to a level from 4½ cents to 4½ cents per pound, c. i. f., Pacific Coast. Arrivals during the month will probably be about the same as February, namely 200,000 piculs. However, the increased demand this month gives the impression of smaller arrivals.

About the first of March, the coconut oil market in America took a corresponding jump and buyers bid 7½ cents c. i. f., Pacific Coast, and 8 cents c. i. f., Atlantic Coast. These prices lasted only a few days and telegraphic advices indicate that to some extent the advance in oil prices was caused by considerable purchases by speculators. Buyers soon retired from the market and prices declined thereafter. It is reported this weakness was partly due to declines in lard and other fats and oils, the average decline being from ½ cent to 3½ cent per pound in oils and fats produced in America. On March 20 it was reported that Pacific Coast mills were offering cocoant oil at 7½ cents f. o. b. sellers tanks with no buyers.



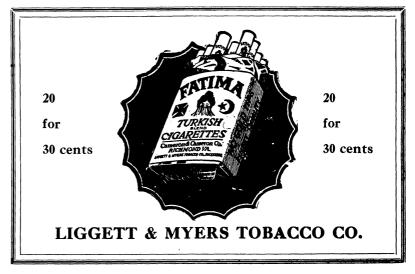


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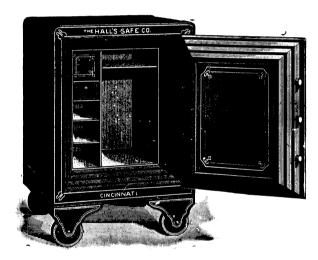
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IMPORT AND EXPORT

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Shipments of cocoanut oil during March totaled approximately 6,300 tons and the average stocks on hand at the various mills during the month 8,000 tons. Only a small portion of these stocks is unsold and with the present high copra prices, it is unlikely that the stock of unsold oil will increase in the near future. Due to the bulge in the market early in the month and sales made at that time, a larger number of mills have operated than for some time, but probably not more than six at any one time,

While there have been some fluctuations in European prices for copra during the month the average has been from £24 to £25 per ton. Some fair-sized shipments have been made to Europe during the month, but the bulk of the purchases have been made by America.

The price of copra cake continued rising and the average prices paid during March were from \$\mathbb{P}30.00\$ to \$\mathbb{P}37.50\$ per ton ex bodega. The purchases at these prices were all for Europe, as the American market is not higher than \$18.00 per ton c. i. f., Pacific Coast. There are  $n_0$  stocks of unsold copra cake available at present. There are no which has a strengthening effect at the higher levels.

Manila, March 24, 1922.

### REVIEW OF THE HEMP MARKET

By H. Forst. Vice President and General Manager, Macleod & Co., Inc.

Heavy receipts have had a very depressing effect on all consuming markets and a corresponding depreciation in values. The tone of the hemp market during March was again dull and inactive, and the tendency of prices was downward

The New York market at the end of February suddenly rallied and a fair amount of business was done on basis of 7½ cents for "1" and 8 cents for "F". This sudden demand, however, subfor r. This studen definant, nowever, suided almost immediately and prices since then have steadily declined. At writing the New York market is very depressed, with sellers at 7½ cents for "I" and 7½ cents for "F".

The tone of the hemp market in Europe is still very dull in the absence of demand. Buyers there are working from hand to mouth. in the London market during the month declined from 20/ to 30/ per ton, and at the moment are on basis of £36-10 for "J" and £37-10 for "I".

The local market, in sympathy with consuming markets, is dull, with very few buyers. Nominal quotations are P14.50 for "F" and P13.50 for "I," or roughly P1.00 per picul below prices ruling at the beginning of the month

One redeeming feature is the interest Japan continues to show in Manila fiber. Since the beginning of the year, up to March 20, shipments to that country were close on to 53,000 bales, which compares with 19,000 bales during

the same period in 1921. Since the date of our last report, stocks in the Philippines have decreased roughly, 11,000 bales, and on March 20, were stated to be 256,672 bales as against 346,356 bales at the same time last year. Statistics showing shipments since January 1 to March 20 to all parts are given below:

													Bales
То	the	U.	S										107,061
То	the	U.	K										41,630
To	the	Co	ntine	nt.									19,900
			laces										
												-	
													228,818

### TOBACCO REVIEW By Louis McCall Walter E. Olsen & Co., Inc.

The local leaf market showed slight signs of firmness during March by reason of two substantial purchases made at relatively high prices.

A parcel of 11,000 quintals at an average price of \$22 as well as a parcel of 8,000 quintals at 720 per quintal purchased by one of the largest All per quintal purchased by one of the largest factories were mainly responsible for this temporary advance. The Chinese dealers, who hold most of the stocks for resale, respond readily to the slightest bullish movement in the market. With parcels of the 1918 crop still unsold in

the hands of dealers in Aparri-tobacco of a crop harvested over three years ago which has not yet been shipped from the provinces, one would naturally imagine that the owners of this frozen capital would be anxious to liquidate at any price. But the slightest activity on the part of buyers causes the dealers to be reminiscent of the prices secured two and three years ago, with the result that the bulk of the stocks still remain unsold in their warehouses.

in their warehouses.

An offer of ₱14 per quintal on 4a and 5a Isabela—tobacco only fit for use in cigarettes—was refused by one of the dealers last month, yet that same dealer has 40,000 quintals of leaf of various crops unsold in his warehouses.

Until such time as dirth of financial support compels the dealers to liquidate, the tobacco

business will continue to stagnate.
Unfortunately in this salubrious land of milk and honey a living is so easily obtained that unless labor's demands are satisfied, labor discards its mantle of civilization, moves to the

provinces and reverts to the primitive.

If the civilization of the generally accepted If the civilization of the generally accepted standard with its trappings, its conventions, and its luxuries, to say nothing of its petty deceits and mammoth abuses, is the goal coveted by this happy, loitering race, they are indeed handicapped by reason of this same bounteous Nature.

WHAT SNOW WOULD DO

What Snow Wolld Do
Six inches of snow regularly applied during
the months of December and January would
stabilize the government of these Islands and
free these people from the languor which dominates them, to the end that their interest in
Independence would be an interest in economic
independence, which, experience teaches us,
is the only freedom; six inches of snow would
do more to stimulate the economic freedom of
these Islands than all the school teachers a
saternal foreign government can inflict upon a paternal foreign government can inflict upon a happy and contented people; six inches of snow would cultivate thrift and stimulate an interest in the material things of life, to the end that labor would be willing to exert an additional effort in order to bask in the sunshine of material comfort rather than the sunshine of provincial squalor; but lacking that six inches of snow, the medium to create that appetite which will finally result in independence will have to continue to be the school house. And so it is that when strangers arrive on these tropical shores and make overtures for our output at prices which do not include silk stocking and patent leather shoes, the manufacturer must perforce sit with folded hands and allow the business to go to other more progressive centers, because of the fact that if the prices offered to labor do not include these luxuries without additional severtion on labor's part, labor folds up its tent, says "no importa" and quits work.

In the wild scramble for political directorship, our leaders seem to lose sight of the fact that

we\_are economic slaves.

The tobacco industry is absolutely dependent upon that provision of the law which permits the the that provision of the law which permits the free entry of Philippine products into the United States. The American internal revenue collected on Philippine cigars consumed in the United States reverts to the Philippine Treasury with no restrictions as to its expenditure. Political independence would mean the loss of this market to the tobacco industry-the sugar industry would also suffer; then place a duty on hemp into the United States and the economic prosperity so graphically described in the story about the people of the different Islands taking in one another's washing would certainly apply.

The Mitsubishi Motor Company at Nagoya, Japan, will soon be turning out complete airplanes, U. S. Consul H. F. Hawley reports. Other airplane factories are being established in that country.



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Luis Xiques, Proprietor

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### THE RICE INDUSTRY

By PERCY A. HILL,

of Muñoz, Nueva Ecija,

Director, Rice Producers' Association

The bill passed by the Legislature raising the protective tariff on rice from \$\mathbb{P}2.40\$ to \$\mathbb{P}3.00\$ per 100 kilos has been signed by the Governor General and now goes to Congress for approval. This means that the Philippine rice-producer is protected to the total amount of 84 centeros per cavan of palay—the Philippine unit of production, and this protection is still lower than that enjoyed by the sugar-growers who have the benefit of the United States markets practically duty free.

The rice producer does not demand special consideration to the disadvantage of any other class. He only asks for the privilege of placing his—a vital industry—on a parity of opportunity with others, to enable it to serve the broadest interests and these interests allow of his serving every other industry in the Islands in supplying

their main food item.

their main food item. High production costs followed by ruinous low prices have so reduced his net income, and of course his purchasing power, that all business is suffering from a stagnation that apparently will remain so until farmers' incomes rise to a point of normaley. After all, production costs of any given commodity are the prime factor in allowing this business to continue. In the Philippines the great bulk of this food crop is produced by small growers with little or no cohesion, and who have no idea of what production costs are. If they can exist in the face of tion costs are. If they can exist in the face of circumstances they think themselves fortunate, and keep producing on the faith of a better

The cost of producing a cavan of palay in Nueva Ecija in 1920-21 was \$\mathbb{P}4.61\$; in Pangasi-Nueva Ecija in 1920-21 was F4.01; in Pangasian P4.86, and it sold at about 60% of its cost value. The lowest reported cost was P2.95, selling at P2.56 with exceptionally favorable conditions. This latter producer reduced his costs in 1921-22 to P2.29 per cavan, selling at P2.50, but the average cost for the district was P3.11 selling at the same price so that the P3.11, selling at the same price, so that the average loss is still about 20%.

In a study of the problems of the industry In a study of the problems of the industry various factors suggest themselves. Under ordinary circumstances land dedicated to rice culture cannot easily be converted to any other crop, and when prices prove unprofitable, the land merely lies idle until better conditions are forthcoming. There appears to be a decided slowing up of small settlers in opening up the public domain to rice cultivation, due to unsettled land conditions and lack of capital. Another phase suggests itself. In 1921 we produced approximately 800,000 tons of clean rice, which with stocks was nearly enough to supply demand. stocks was nearly enough to supply demand. Suppose the crop of 1922 had been 900,000 tons. Imports would not have been necessary, but the price might have fallen to where the grower would face actual bankruptcy if he continued

to produce at that price.

Taking all things into consideration, such as better returns from the cultivation of the export crops, it would appear that we will always be forced to import between 10 and 15 per cent of our food needs, and this fraction would serve to produce revenue and to stabilize prices.

Prices of palay at the shipping points are in the neighborhood of \$\mathbb{P}3.00\$, but producers are selling at local points for \$\mathbb{P}2.50\$, as the average truck and cart transportation to shipping point ranges to about 50 centavos per cavan in the main rice region, including tolls, etc.

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### REAL ESTATE

By P. D. CARMAN,

Vice President and Sales Manager. San Juan Heights Co., Inc.

> Sales, City of Manila February 21 to March 20

100,000, 5	
Binondo	P234,000
Sta. Cruz	175,805
San Nicolas	61,500
San Lazaro	43,060
Ermita	40,500
Makite	30,930
Paco	27,250
Sta. Mesa	23,300
Ouiapo	19,000
Tondo	17,781
Sampaloc	15,500
San Miguel	1,200
Pandacan	1,000
Total	P690,826
JanFeb.	657,012
DecJan.	1,273,713
NovDec	486,321

Nov.-Dec.... There is little to say for the month's transacincre is fittle to say for the month's transactions, unless it be that there is slightly more activity shown than last month. On the other hand, a rather unusual number of cancellations are recorded. It seems to be the prevailing opinion that sales have been more difficult to make than during the three previous months and that where collections are involved unusual tightness of money is felt. The suburban real estate market, while not active, seems to be somewhat less affected, probably owing to the fact that most of the suburban sub-division properties are sold on the installment plan.

### AUTOMOTIVE REVIEW

By Griffith M. John, Automobile Department, Pacific Commercial Company

The movement of both pleasure and commercial cars for the month of March has proved to be better than dealers had expected. Registrations of motor vehicles for March, up to and including the 20th, have totaled 106 automobiles and 28 trucks as compared with 113 automobiles and 20 trucks for all of February. There is little doubt but that sales for April will equal or exceed those of March.

Price reductions in the United States had an unstabilizing effect on the trade in the Philip-pine Islands. Prospective purchasers have been anxiously waiting for a definite price level to be established and have been reluctant to pur-

chase on a declining market.

Importations of automobiles and trucks have been extremely light during the past year. As the lowest price level has apparently been reached, importations will now increase and there should be a steady though gradual increase in the movement of motor vehicles. The United States manufacturers are keeping production schedules closely in line with sales, allowing lew cars to accumulate in warehouses or in the hands of dealers. Local distributors will experience considerable difficulty in securing shipments unless requirements are placed several months in advance.

This prospective shortage of local stocks has had a stabilizing effect on the local market and has livened up the trade in second-hand cars.

The accessory and tire trade remains comparatively steady. Local price reductions have been greater in proportion than the price cuts in the United States. Local retail prices are now below the prewar basis. Retail prices on standard brands of tires remain comparatively even.

The automotive trade can look for a fairly active year. Business will be highly competitive and dealers who have been over-liberal in "take in values" may find themselves facing severe losses, especially where stocks of second-hand cars are large and have been taken in trade at previous high levels.

New model cars now arriving at low factory prices will prohibit reckless trading and naturally depreciate very considerably values of second-hand cars in this market. Owners contem-plating "trade ins" will have to adjust their ideas of second-hand values comparatively to the reduction in "new" prices.

### SHIPPING REVIEW

By J. B. Armstrong Agent, The Admiral Line, Manila

Cargo offerings to the Pacific and Atlantic coasts are on the increase. February was a better month than January, and March showed an increase over February. The present big demand for tonnage is due to the fact that sugar shipments are being forwarded as soon as they are ready, whereas in past years the large movement of sugar did not commence before the middle of April.

The Inter-Ocean Steamship Company announced the inauguration of a new service from nounced the inauguration of a new service from the Philippine Islands to Havana, Matanzas, and New York. The Pacific Mail Steamship Com-pany has been appointed agent. The first sailing announced is that of the United States Shipping Board Steamer West Ira, loading in May or Lune. May or June.

The North German Lloyd has announced the resumption of its service from the Philippines to Rotterdam, Hamburg, and Bremen. The Robert Dollar Company has been appointed agent and the first sailing will be the Westfalen at the end of April.

The Pacific Mail Steamship Company announced that the United States Shipping Board steamers Creole State and Wolverine State, recently withdrawn from the India run, will be placed in service between Manila and San Franplaced in service between Mania and Sail Fran-cisco, via Honolulu. The *Croele State* is now undergoing alterations that will give her a large steerage capacity, an essential in this service because of the large number of Filipino laborers carried for Hawaii. These two steamers will give a direct sailing to San Francisco every 28 days.

Richard C. Morton, former local manager of the Pacific Mail Steamship Company and re-cently appointed Far Eastern Manager for the United States Shipping Board with jurisdiction from Vladivostok to Calcutta, arrived on the

Empire State on March 12. Mr. Morton is making Manila his headquarters, which fact making Manua his neadquarters, which lact shows that the Shipping Board realizes the importance of Manila as a big port in the Far Eastern trade. Questions which in the past have been forwarded to Washington for decision can now be handled direct by Mr. Morton, thus increasing the efficiency of the Shipping Board

The strike of Chinese seamen has been amicably settled. The men were given increases as follows: 15 per cent, trans-Pacific; 20 pen cent, coastwise. The end of the strike marked the return; of Chinese to the steward's department as they proved more efficient than the men employed from the Philippines. However, Amicron steamers formerly employing Chinese erican steamers formerly employing Chinese in the engineer's department are now using Filipinos.

A. G. Henderson, formerly General Manager for the Far East for Frank Waterhouse and Company, has returned to the United States. The local shipping interests have lost one of their most popular members and will be glad to again welcome "Jerry" to the fold if he should decide to return.

### LUMBER REVIEW

(for January and February, 1922) By WILLIAM CROSBY Acting Director of Forestry

Reports so far received indicate a reduction in sales from the mills during February as compared with the previous month and a mately equal to those of February, 1921. approxi-

Reports for January and February are still incomplete owing to delay in receipt of reports from Mindanao mills, but those so far received indicate only a normal monthly fluctuation in production and shipments while the general building work and demand for lumber continues

with little or no change. Returns from 11 mills for February, 1922, Returns from 11 mills for February, 1922, show a total production of 5,402,218 board feet and sales of 4,135,376 board feet as compared with a production of 5,617,480 board feet and sales of 6,094,405 board feet for January, 1922, and a production of 4,643,118 board feet and sales of 4,406,806 board feet for February, 1921.

Lumber in stock at these mills was 15,282,376 beard feet at the nod of February and 15,282,376

board feet at the end of February as compared with 14,017,564 board feet at the end of January and 7,434,457 board feet at the end of February, 1921.

Operations at those mills previously reported working on a short time basis are still moving rather slowly.

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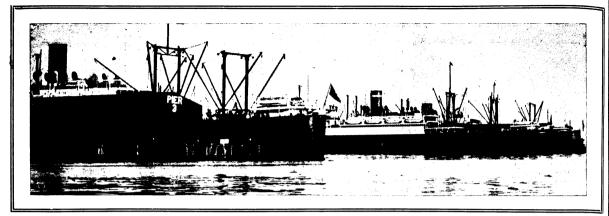
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### SHIPPING NOTES



### The Majestic, Greatest Ship Afloat

When the Majestic, greatest of all ships afloat, enter thes port of New York early this spring, the inhabitants of that city will be treated to a spectacle never before seen on the water. The former German liner, now owned by the White Star Line and nearing completion in Hamburg, will accommodate more than 5,000 persons and should the space in the great ship be occupied by housing facilities, there would be room for more than 400 detached suburban residences of eight rooms each or about 800 average fourroom New York apartments, which ordinarily house 2,400 persons or more.

more than the Olympic, largest British ship, and exceeds the Leviathan by 2,000 tons. will carry a crew of more than 1,000 and will have accommodations for 1,000 first-class passengers, 700 second and 2,400 third-class.

The Majestic is a 56,000-ton liner,

Two subway trains could pass abreast through one of the Majestic's smokestacks. Standing on end, her hull would top the Woolworth tower by 164 feet. Four times around her promenade deck is a mile. The tops of the smoke funnels are 144 feet above the water line and 184 feet above the keel. In other words, they are at the height of a twelve-story building. the lookout in the topmost crow's-nest climbs to his place—by means of a ladder inside the mast—he will be 180 feet above the water, on the loftiest lookout perch ever carried by any liner afloat. To make a journey from the upper deck to the lower hold one would travel down nine decks. To facilitate passage from deck to dealt the above the same and the deck to the lower hold one would travel down nine decks. to deck the ship is equipped with electric elevators, one operating to the engine room.

The rudder of the Majestic alone weighs 140 tons and is hung on a single pin weighing two tons. The stern post, with brackets for four cropellers and shafts, scales 300 tons. The pow anchor weighs fifteen tons and one chain bable for anchoring the ship weighs 230 tons.

The aggregate area of the ship's decks is seven and one-half acres. The liner has five steel decks running full length of the hull, and four superstructure decks in the center third of the hull. Safety devices against fire include deck coverings of composition to resist fiercest blaze, glass in doors that resists 2,900 degrees of heat, smoke detecting devices in various parts of the ship and 1,200 fire alarm points, communicating with a central station, including 400 automatic alarms.

The Majestic's power installation is the largest ever fitted in a passenger vessel, consisting of four huge turbine engines for driving the hull forward and four reversing turbines. The weight of one turbine is 375 tons. It is expected that the driving engines will deliver a maximum of 62,000 to 64,000 indicated horse

power through four shafts to four propellers.

The main dining room on the *Majestic* has an area of more than a quarter of an acre, or 11,466 feet, being 117 feet long and 97 feet wide. The public rooms of the ship are great halls in dimensions, with clear spaces and lofty ceilings not usually associated with marine architecture.

There is an unbroken view through the center of the ship 250 feet long. This unique feature, the first on any ship was made possible by the peculiar construction of the vessel's giant smokestacks, which are brought up from the boiler

rooms near the sides of the ship in two parts, which unite above the saloon deck.

The Majestic will have a library of 4,000 volumes, an elaborately fitted gymnasium, electric and Turkish baths, a Pompeian swimming bath of mosaics and marbles of 820 square feet area and 9 feet in depth—size of a summer cottage—with capacity for 130 tons of sea water and with thirty dressing rooms around it and a gallery for spectators.

Other features include a public veranda calé on deck, with flowering shrubs and trailing vines, a playroom for children, a squash tennis court, a conservatory for preserving flowers received by passengers on sailing, a ballroom, winter garden and a mammoth stage for movies and vaudeville.

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''Taiyo Maru''		Apr. 4	May 2
"Siberia Maru"		Apr. 21	May 20
''Tenyo Maru''	Aşr. 25	May 7	June 3
"Korea Maru"		May 13	June 10

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Steamer	Leave Manila	Leave Yokohama	Arrive Val- paraiso
"Anyo Maru"	Apr. 5	Apr. 19	June 30
''Seiyo Maru''	May 17	June 1	Aug. 5
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According to present plans a specially designed exhibition ship, under the title of British Industry, will set sail from the Thames in the summer of 1923, for the chief ports of the world.

The chief ports of Africa, America and Asia will be visited, the ship being timed to start on her homeward voyage via Manila, Saigon, Singapore, Batavia, Penang and Rangoon. In India the ports to be visited are Calcutta, Madeas, Colombo, Bombay, and Karachi, and on the way home the vessel will make a short stay at Aden, Malta and Gibraltar.

An examination of the itinerary shows that, during a voyage of 18 months duration, a dispance of 43,000 miles will have been covered, and The chief ports of Africa, America and Asia

tance of 43,000 miles will have been covered, and allows for a stay of from a week to a fortnight at each place, showing a total of 346 days during which the exhibition will be open.

The British Trade Ship will be constructed specially for the purposes of an exhibition, and every detail of her equipment from the engines to the fittings and furniture will itself be an exhibit of British workmanship at its best. She will be as large as a first-class liner, having a gross tonnage of 20,000, tons, and, in her internal arrangements, will differ from any ship that has ever been floated.

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New York		1.974
Havana, Cuba		1,003
New Orleans, La		1,403
Key West, Fla		1,065
Kingston, Jamaica		551
Vera Cruz, Mexico		1,420
St. Thomas, Virgin Islands		1,029
Liverpool, England		4,548
Hamburg, Germany		5.070
Gibraltar, Spain		4,343
N1 It-1		5,325
Naples, Italy		
Constantinople, Turkey		6,166
Guantanamo Bay, Cuba		
La Guaira, Venezuela		841
Para, Brazil		2,354
Pernambuco, Brazil		3,458
Rio de Janeiro, Brazil		4,597
Sitka, Alaska		4,547
Seattle		4,021
Vancouver, B. C		4,032
San Francisco		3,245
Acapulco, Mexico		1,426
La Union, Salvador		748
Buenaventura, Colombia		356
Galapagos Islands		864
Callao, Peru		1,346
Antotagasta, Chile		2,140
Valparaiso, Chile		2,616
Punta Arenas, Chile		3,943
Honolulu, H. I		4,685
Manila, P. I		9,347
rokohama, Japan		7,682
Hongkong, China		9,195
Wellington, New Zealand		6,505
Sydney, Australia		7,764
		•
C		

Commercial Attaché Julean Arnold at Peking reports that an improvement is evident in China exports to the United States, especially in goatskins, hides and wool, although the export trade to Europe remains quiet. There is also prospect for an improved market for American steel products, as stocks of bars for reinforced concrete construction are low and the building activity n Shanghai continues in order to remedy the existing housing shortage. The cotton piece goods market is dull, with few transactions or inquiries, but there are signs of an improved demand from the interior.

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### PORTO RICO'S PROBLEMS LIKE OUR OWN

Colonel Knowlton Mixer, the newly-arrived manager of the Philippine Branch of the American Red Cross, was the luncheon speaker on Friday, March 3. Colonel Mixer, who looks enough like ex-President Wilson to be taken for him, spoke very interestingly on conditions in Porto Rico, from which Island he comes directly. He has a brilliant war record as a Red Cross worker and was sent to the Philippines by the National Red Cross in response to a request for one of the best men available. On introducing Colonel Mixer, President Cotterman announced that the National Red Cross is returning to the Islands P 150,000 raised here and also a large percentage of the amount collected here during the war, and that hereafter all funds locally raised would be expended locally.

Colonel Mixer stated that the climate of Porto Ricco was very pleasant, though tropical, and similar to that of the Philippines. The north-east trade winds take away the extreme heat that would otherwise prevail. The land of the Island, which comprises an area of about 340 square miles, he said, is not so productive as that of Cuba and Santo Domingo, due to exhaustion of the soil. The population is about 1,300,000. There are excellent roads in the Islands, built by the Americans for the greater part, and life for many Americans there is very comfortable, in fact almost idyllic.

### CHASING THE HOOKWORM

The general laboring population of the Island, called "peons," Colonel Mixer stated, is "chronically in distress," due largely to the prevalence of hookworm. It has been said that 95 per cent of the natives are afflicted with hookworm, but that disease is gradually being eliminated through the coöperation of the government and the Rockefeller Foundation. The government makes the natives clean up their places, supplied them with shoes, and then the Foundation steps in and does the rest.

The principal products of the Islands, in the order of their importance, are sugar, tobacco, coffee, and fruit. The sugar centrals own large tracks of land, many individuals combining to put the land under single control. Tobacco is grown under cheese cloth, giving the country the appearance of being snow-covered. The coffee is marketed almost exclusively in Europe. The fruit-growing industry is largely in the hands of the Americans, the principal fruits grown being grapefruit, oranges, and pineapples. This fruit is shipped to New York. From the standpoint of trade, Porto Rico is sometimes called a "suburb of New York," Colonel Mixer declared. He stated, however, that business in general is in the hands of the Spaniards, who constitute a very small but influential middle class. The gulf between the rich and the poor is extremely wide.

### TIN CAN DWELLINGS

Among the laborers, the tobacco workers get the best wages. They have affiliated with the American Federation of Labor, which in one way may have been of benefit to them, since it possibly enabled them to somewhat raise their standard of living, said Colonel Mixer, but it has caused them to be constantly dissatisfied. They have also shown poor judgment in timing their demands, as when they declared a strike at a time when the employers were very glad to have them lay off on account of poor business conditions.

Living and housing conditions among the Porto Rican laborers, said Colonel Mixer, are extremely bad. The average workingman's abode, he stated, is a shack made of scraps of packing cases and tin cans. It consists of one room, about 8 by 10 feet, into which as many as eight or ten people sometimes crowd. Generally these hovels are not near running water, and the sanitary conditions can be imagined. The Rockefeller Foundation, Colonel Mixer declared, is

doing valuable work in eliminating hookworm, malaria, and tuberculosis, which are at the bottom of the bad health conditions on the Island.

### ENGLISH LOSING GROUND

The religious denominations, he stated, are doing much good and constructive work now, the Protestants having gained many converts in recent years. There is a noticeable tendency toward spiritualism, particularly among the illiterate. The Presbyterian Institute is an institution that combines practical vocational training with book knowledge, the sort of education of most value for the Porto Ricans. It is supported largely by the Presbyterian Board of Missions.

American occupation, Colonel Mixer stated, has doubtless conferred many benefits upon the people, yet there is considerable feeling against the Americans. One of the greatest benefits is the extension of education, for which the people seem to have a real craving and for which \$6,000,000 out of the \$10,000,000 annual revenue is being expended. A remarkable thing about the educational program, however, is the fact that the Americans have failed to "put over" the English language in Porto Rico, less English being spoken there now than ten years ago. All instruction is in English after the fourth grade, yet the children revert to the old Spanish culture later in life.

### POLITICAL PROBLEM

The government of Porto Rico is similar to that of the Philippines, Colonel Mixer explained, except for the fact that the Porto Ricans have been made citizens of the United States. Like in the Philippines, the Governor-General has great responsibilities with only limited authority, which is a weakness that should be remedied. Colonel Mixer agrees with Ex-Governor Post of Porto Rico who recently advocated the extension of powers to the Porto Ricans, with an American "governor" who could only advise and criticize the acts of the Legislature.

Colonel Mixer expressed himself as convinced of the fact that it is the duty of the United States toward the people of all the West Indies to act as a controlling, guiding and helping influence.

### THE PHILIPPINE LUMBER INDUS-TRY IN 1921

By WILLIAM CROSBY, Acting Director of Forestry

A survey of the lumber productions and sales by the principal sawmills in the Philippines from which regular reports are received gives a graphic indication of the falling off in business forced by the financial situation, together with the apparent expectation on the part of the lumbermen that the situation would ease off at any moment, for while reported sales decreased from those of 1920 by some ten million board feet for 21 companies, the production of lumber increased by 3,000,000 board feet.

During the first six months of the year 1921, sales were approximately the same as for the corresponding period of 1920 while production showed an increase of some 9,000,000 board feet or almost the entire increase for the whole year.

During the later part of the year, this overproduction and the shortage of money forced the temporary closing of a number of the mills, though the production from those continuing operation was sufficient to maintain the increase in production for the whole year.

A table showing the complete reports of lumber exports as recorded by the Bureau of Customs for the past two years is attached herewith. (See page 39.)

# MISSING PAGE(S)

### WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of this issue of the Journal.)

celeptory 28, 1922.

Pre-ent: Directors Cotterman, Heath, Feld-

tein, Gaches, and Green.

stein, Gacnes, and Green.
Applications for associate membership of C. E. Haygood and Adam O. Poole were approved.
A letter from the Franklin, Ind., Chamber of Commerce introducing Rev. John B. Ferguson, the new pastor of the Union Church, was read and ordered filed.

A letter from an American in the provinces reporting the difficulties he is encountering with the political element of the province in the conduct of his business was read and referred

to the Governor-General.

A letter from an American reporting alleged legal persecution to which another American was being subjected by provincial politicians

was referred to the Governor-General.

A letter from the Cleveland, Ohio, Chamber of 'ommerce pointing out that the Government's raising of the passport viséing see from \$2 to \$10 had resulted in retaliatory measures by other governments and great inconvenience and expense to American business men travelling abroad, and requesting that this Chamber express itself in regard to the matter was read. The following resolution was then adopted: "That the American Chamber of Commerce of the Philippine Islands favors the reduction of passport fees from \$10 to \$2.

A letter from the Chamber of Commerce of the United States transmitting a copy of the final report of the committee on free zones appointed by that Chamber was read. The

following resolution was thereupon passed:
"That the American Chamber of Commerce of the Philippine Islands is in favor of the stablishment of a free zone for all ports of the United States and its insular possessions, and that the Board of Directors constitute themselves a Committee on Free Zones."

Mr. H. Forst, having received the next highest number of votes after the choice of three directors at the annual election, was elected a director to succeed Mr. Stanley Williams, resigned, until

the next general election.

Director Simon Feldstein was unanimously

lected Treasurer of the Chamber.

After a discussion, the following resolution was adopted: "That Messrs. Feldstein and Heath be appointed a committee for the purpose of working out a plan by which the Chamber can obtain information for statistical purposes in order to get the Chamber to functioning as it hould function.

March 7, 1922.

Present: Directors Cotterman, Elser, Heath,

eldstein, Gaches, and Rosenstock. Frank Waterhouse and Company, an Active member, was placed on the absent membership

A letter from J. F. Marias, general agent of the U. S. Shipping Board for the Philippines, was read, stating that the Chamber's protest gainst the retrenchment policy of the Board nallowing only one operator from each American port to the Orient, had been considered by the Board in Washington but that the Board finds impracticable to change the present policy, although it is giving further consideration to the natter

The Board informally discussed the advantages having all the local steamship offices consolilated

A letter from an American business firm in Mindanao complaining of the maintenance by the government of stores in competition with Private business interests and in contravention of the original purpose in establishing these stores,

as referred to the Governor-General. The matter of new quarters for the Chamber was discussed and a committee composed of Directors Cotterman, Heath, and Feldstein was appointed to negotiate with the Pacific Development Company for quarters in their

new building.

A resolution advocating the reduction of United States passport fees from \$10 to \$2 was unanimously adopted. (The resolution appears in full in another part of this issue.)

March 14, 1922.

Present: Directors Cotterman, Elser, Feldstein, Gaches, Green, and Rosenstock.

A resolution was passed providing that hereafter all bills must be approved by the committees responsible for them, before being approved

by the auditing committee.

A letter was presented from the Public Welfare Commissioner stating that the establishment of a Social Service Exchange was contemplated by that office and requesting the cooperation of this Chamber. After discussion, the Secretary was instructed to advise the Public Welfare Commissioner that our relief work is confined to Americans and that before giving any relief to Americans, he should first communicate with this Chamber.
On inquiry from the

Governor-General's office, the President of the Chamber was authorized to appoint one or more delegates from the membership of the Chamber to the Pan-Pacific Commercial Conference, to be held at Honolulu from October 21 to November 15, 1922, said delegates to serve without compensation,

The Secretary was instructed to write to the Philippine Trust Company that the Chamber does not care to continue remaining in the present location for more than P600 a month.

The new inventory law was discussed, and as it appeared that the manner of preparing inventories was left in the hands of the Collector of Internal Revenue, the president, on his own initiative, was asked to find out from the Collector what rulings would be made.

March 21, 1922.

Present: Directors Cotterman, Elser, Heath, Feldstein, Forst, Gaches, and Green.
Applications for associate membership of

Frank W. Carpenter and William J. Brennan

were approved

A letter from the Director of the Foreign Trade Bureau of the Seattle Chamber of Commerce was read stating that at the request of this Chamber the matter of interchangeability of steamer tickets on the Pacific was taken up with the Seattle office of the Admiral Line and that in all probability a transfer arrangement between that line and the Pacific Mail would be consummated this summer.

Efforts of representatives of a foreign tourist agency to keep tourists away from Manila were brought to the attention of the Directors and the

matter was thoroughly discussed.

The report of the special committee appointed to investigate the manufacture and sale of embroidery by the Bureau of Education was adopted and the recommendations ordered forwarded to the Governor-General. (The report in full appears elsewhere in this issue.)

A resolution of the Newspapermen's Section requesting the Directors to take up the tourist situation was presented, and a resolution requesting the U.S. Shipping Board to feature the Philippines in its advertising was adopted. (This resolution appears in another part of this

The editor of the JOURNAL was instructed to run at least a page of matter of interest to tourists in each issue and that a page advertisement on sight-seeing in the Islands be carried in each issue.

The committee negotiating for the Chamber's quarters was authorized to offer the owners of the building in which the present quarters are situated up to \$\mathbb{P}\$1,800 a month rental for the whole building, on a five-year lease with option

A letter from the Bureau of Commerce and Industry transmitting copy of a cablegram from the United States stating that the Senate proposes to admit foreign oil free of duty and requesting the Chamber's views on the subject, was read. The Chamber went on record as opposing the free entrance of oil, and a committee, composed of Directors Forst and Gaches, appointed to draft a resolution informing the Governor-General of the Chamber's stand.

The president read a letter from General Baron Tanaka expressing his appreciation of the courtesies extended him by the Chamber and presenting the Chamber with a photograph of himself and a silver stand bearing his family crest, a hollyhock leaf.

The Board approved the action of the house committee in accepting the resignation of Mrs. Katherine Larsen as manager of the restaurant and arranging with Mr. Fred Hurst to take charge of the restaurant beginning April 1.

### WITH THE CHAMBER'S SPECIAL SECTIONS

A meeting of the Newspapermen's Section was held in the rooms of the Chamber on Monday March 20. Those present were C. R. Zeininger, F. Boomer, A. von H. Hartendorp, Clayton Young, Walter Robb, and Norbert Lyons.

The Culion Leper Colony situation, as reported to the Governor-General by G. G. Stroebe, was

discussed.

The tourist situation in the Philippines was then taken up and, after considerable discussion,

the following resolution was passed:
"That the necessity of advertising the tourist attractions and advantages of the Philippine Islands, exclusive of other countries in the Far East, with special emphasis on the progress of the Islands under the American régime, be taken up by the Board of Directors, requesting them to take such action on the part the Chamber or in conjunction with other public and civic bodies in the Philippine Islands as they may deem advisable.

A meeting of the Builders' Section was held at the Chamber on Monday, March 27, at 1 p. m. Those present were: G. H. Hayward, temporary chairman in the absence of Chairman Wrentmore; A. E. Haley, A. G. Hillberg, W. M. Butts, W. J. Odom, John Gordon, F. E. Hedrick, John H. Reil, and S. D. Rowlands.

The meeting was called for the purpose of discussing the proposed concrete ordinance as prepared by the City Engineer. The ordinance was read paragraph by paragraph and thoroughly discussed. One of the main objections regis-tered was to the provision which would make the owner of a building pay for its inspection by the government. It was also the sense of the meeting that the ordinance should be drafted so as to encourage building and place as little obstruction as possible in the way of building activity. Copies of the proposed ordinance were ordered made and sent to each member of the Section, so that each member might make his comments thereon.

A British syndicate has secured from the Czecho-Slovakian government the exclusive use of the radium output of the Joachimstal mines for 15 years, after which period the British company obtains full possession of the mineral.

The production of mineral oil in the Dutch East Indies has increased from 1,605,610 metric tons in 1917 to 2,365,320 metric tons in 1920. More than half of the production is in Dutch North Borneo.

# CHAMBER NOTES



Beginning this month, Fred Hurst, formerly connected with the Manila Club, the Manila Hotel, the St. Anthony Hotel, the Los Baños Hotel, and various other hostelries as steward thote, and various other nosterines as steward and manager, takes over the management of the Chamber's restaurant and grill room, Mrs. Catherine Larsen having resigned to open up a public stenographer's office in the Filipinas building.

Mr. Hurst promises many improvements and interest the school of the state of th

innovations calculated to please the patrons of the restaurant. The House Committee is desirous of making the restaurant a favorite meeting place of members who take their luncheons downtown. The committee is always glad to receive suggestions from members as to the best means of increasing the popularity of the dining

Among the Associate members who joined the Chamber last month is Frank W. Carpenter, former Governor of Mindanao and Sulu and Executive Secretary. Mr. Carpenter gave his business as that of "farmer". Welcome to our midst, Governor.

Associate member R. C. Redding, of Bacolod, Occidental Negros, passed through Manila the middle of last month and dropped in at the Chamber for a "look see". Mr. Redding is engaged in the welding business.

John Switzer, of the Pacific Development Corporation, passed through Manila last month en route to Shanghai.

Captain Burchfield of Davao was a Manila visitor during the latter part of March and is making an extended stay in Manila.

The following is a little "boost" for all of us: "Manila, P. I., March 18, 1922.

"The Editor,
"American Chamber of Commerce Journal, "Manila, P. I.

"Manila, P. I.
"DEAR SIR:
"I have just perused very carefully and with a great deal of interest the article in the March number entitled 'The U. S. Merchant Marine and the American Trader.
"I would not be doing my duty if I did not take this opportunity to congratulate the editor upon so clearly defining an ailment which so many Americans suffer in foreign lands. I approve very heartly the sentiment correspond approve very heartily the sentiment expressed. I am very glad to know that the Chamber, through the medium of its JOURNAL, is coming out in a straightforward manner with good, sound American policies.

"I have the honor to remain,

"Very sincerely yours,
"(Sgd.) J. F. MARIAS,
"General Agent."

George H. Fairchild, of Welch, Fairchild and Company, left for Mindoro on March 27 on an inspection trip to the Mindoro Sugar Company, of which he is manager.

Captain H. L. Heath spent ten days during the middle of March on his Masbate ranch. He still maintains that Masbate is the geo-graphical and economic center of the Philippine Archipelago.

President Cotterman is the original booster for the Manila Railroad's "Baguio Special". Almost every Friday night finds him aboard the new "flyer," en route to the mountain city, where he is building a cottage. On Tuesday, bright and early, he is back in Manila after three days in the bracing atmosphere of the Benguet range.

Henry W. Elser successfully negotiated a round trip to the southern Islands on Edwin Burke's yacht, the *Bronze Wing*, which he has leased. They call him "Commodore" now. He is planning another cruise to the southern portion of the Archipelago for this month, intending to reach Davao in the course of the

Negotiations for the fishing club at Laguimanoc are proceeding apace. Recent reports received by Captain Heath indicate that the fish are running true to form in that part of the Philippine inland sea.

The Speakers' Committee is again on the job and every week during March had its attraction in the way of a speaker. An exceptionally interesting list of speakers is scheduled to address the members during luncheon hours in the month of April.

On Thursday, March 2, a delegation of members visited the uncompleted Pacific Commercial Building and inspected the top story and roof garden with a view to its being rented for quar-ters for the Chamber. The 800 or more square meters of space impressed the delegates as very desirable. Those who made the inspection were desirable. Those who made the inspection were President Cotterman, Captain H. L. Heath, John Gordon, Julian Wolfson, W. J. Odom, W. M. Butts, H. Strauss, George B. Wicks, A. E. Haley, and N. Lyons.

Active Member D. M. Carman left for Hong-kong on March 9 for a short business trip. It is understood that Mr. Carman is negotiating the sale of his coal properties to a Hongkong syndicate.

Walter S. Price, of Tacloban, Leyte, one of our few provincial Active members, was in  $\log_n$  during the month and frequently called the Chamber with his old sidekicker in the Army, Col. Gordon Johnston of the Governor General's staff. Incidentally, Member Price took a course of systematic exercise at the 'Ye' during his Manila stay and is now down to fight. ing weight, about 202, having taken off about 20 pounds of "too, too solid flesh".

Colonel Gordon Johnston has been away most of the month of March with Governor General Wood on the latter's southern inspection trip His genial countenance is missed by the regular patrons of the noonday Round Table.

With a view to future quarters, the members of the Round Table have placed an order at Bilibid for a new nine-foot narra table. In the center of the table will be a specially designed silver center piece bearing the names of the contributors, of whom there are 19 at present. The center piece is based on the magnetic principle and was designed by James L. Pierce. It is being manufactured to order by Heacock's.

The morning Coffee Club Round Table is getting very crowded and it might not be amiss for that worthy company to enlarge its seating capacity.

D. M. Burchfield, manager of the Manila Tire and Rubber Company, has returned to Manila after a month's well-earned vacation in Baguio, One of the first places he called at after his return to the city was the Chamber of Commerce.

Fred Hurst has been serving up some excellent menus for luncheon during the last days of March while Mrs. Larsen was away on vacation.

### The Japanese in the Dutch East Indies

(From The Dutch East Indian Archipelago)

There has been a great deal of discussion lately in connection with foreign competition and the harm resulting from it to our trade and industry here. Most of the trade has been with Germany, England, and America; in connection with Japan no serious thought was given.

Among the above-mentioned nations Japan has two great advantages. In the first place she has lain under the shadow of the more powerful nations, and thus almost unnoticed she has casily come to the front as a rival in one thing and another. And secondly, her position geogra-phically is extremely favorable, being the nearest of all the most industrial countries of the world to the Asiatic market, while transport presents little difficulties, and expenses are small.

Some twenty-five years ago there were only a few Japanese here in Netherlands India, most of them being shopkeepers. Then gradually their numbers increased, and photographers, dentists, surgeons, etc., came over here. But as soon as the Japanese newspapers had enlarged upon the advantages of Netherlands India, their people flocked to the country, engaging in trade and agriculture. Then trade-deputations journeyed here, the result being that large firms established themselves in the cities. Later on as business increased and trade was extended, the Japanese opened banks, and we now have agencies of the chief Japanese banks here. shipping also began to increase, and several liners called at our ports.

Then gradually Japanese capital was advanta-

geously invested in India, and enterprising Japanese started opening up agricultural estates. There was even a consortium that bought sugar mills and exploited them. They did not stop at that though, but in those places where Holland ers did not do much and cared little for the Outer Possessions, the Japanese began to cultivate rubber, etc. And yet during the whole of this time the government and private enterprise were doing practically nothing to counterbrise were doing practically flooring to counterbalance this Japanese movement. A few firms certainly opened a few branches in Japan but these did not do very well. During the war, however, the Japanese applied themselves those oughly to the industries, and with such enthusiasm that later on they formed business relations even with France and Italy,

Articles of trade consisted in the beginning of only a few kinds, which the Japanese afterwards imported regularly into Netherlands India. These have been extended and now include beer, timber, silver-ware, leather, matches textile-goods, hats, caps, porcelain and earthern ware, umbrellas and parasols, toys and other kinds of knicknacks and baubles, all of which very quickly found their way into the far interior not only of Java but also of the Outer Possessions

Of late years the Japanese have been too much regarded as spies, from whose actions an invasion might any day be expected; while the fact was quite overlooked that, far from such an intention, a keen competition was going on for East Indian trade and industry.

### PLEADS FOR NEAR EAST RELIEF

An impassioned and effective plea for coopera tion in the work of the American Near Eastern Relief Commission was made by Dr. L. L. Wirt, head of the Commission, on Wednesday, March 22, at the American Chamber of Commerce. Dr. Wirt was followed by Rev. George W. Wright, who also eloquently pleaded the cause. At the conclusion of the noonday gathering, which was also a regular meeting of the Active and Associate members, the following "That the American Chamber of Commerce

expresses its deep interest in the address made by Dr. Wirt as Chairman of the Near Eastern Relief Commission, invites such support as is possible, and heartily endorses the appointment of a committee for any general movement that may be started."

may be started.

In conformity with this resolution, President Cotterman appointed the following committee: H. B. Pond, H. B. McCoy, G. W. Wright, Stanley Williams, F. H. Stevens.

The greater part of Dr. Wirt's address was devoted to a heart-touching description of the miserable condition in which the Americans find themselves, particularly the children and young girls. He did not ask for immediate contributions but merely wanted to arouse the interest girls. He did not ask for immediate contribu-tions but merely wanted to arouse the interest of his hearers in the work of which he is the leader. Dr. Wirt also spoke of Oriental condi-tions in general. There is an ominous unrest everywhere in the Orient, he declared. The most impressive sight he had ever experienced, he stated, was a gathering of some 200,000 people in Japan around the houses of parliament, petitioning for the suffrage right. The silence of that immense throng, with its compelling message, made an unforgettable impression upon him.

upon nm.
Rev. Dr. Wright spoke on behalf of the Manila public, which, he said, has always "come through" when the occasion arose. He expressed the hope that this time the plea for a worthy charity would not pass by without an adequate response, despite the fact that much work remained to be done right here.

### WOULD LOWER PASSPORT FEES

At the meeting of the Board of Directors held on Tuesday, March 7, the following resolution, advocating a reduction of passport fees, was

passen: "Whereas, in order to raise additional revenues, the Government of the United States put into effect on July 1, 1920, legislation increasing from \$2.00 to \$10.00 the fee for issuing and viseing American passports, and many of the countries of Europe have retaliated by increasing their fee to the same level as that of the United States; and,

"Whereas, it is probable that other countries of the world that have not increased their fee will retaliate by doing likewise; and, "Whereas, this increase in fee has increased

the expense of traveling so as to become a formidable item of expense to men who wish to travel abroad for the purpose of extending American trade, or pleasure, and this fee may have a deterrent effect on business journeys abroad; and,

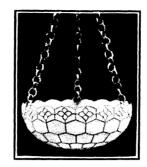
Whereas, it is believed that every endeavor possible should be made to promote and extend the foreign trade of the United States by the travel of American citizens abroad and their

use of American shipping for that purpose; and, "Whereas, it is believed that if the United States Government would reduce its fees, other

governments would do likewise; now, therefore, Be it resolved, that The American Chamber of Commerce of the Philippine Islands favors the reduction of the fee charged by the United States for the Philippine Islands favors the reduction of the fee charged by the United States for the Philippine Islands favors the reduction of the fee charged by the United States for the Philippine Islands favors the reduction of the fee charged by the United States for the Philippine Islands f for issuing and viséing passports from \$10.00

"Be it further resolved, that a copy of these resolutions be sent to the Governor-General of the Philippine Islands, the Secretary of State, and given to the press."

and given to the press.



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### RECENT INCORPORATIONS

### DOMESTIC

February 21, 1922

INTERNATIONAL MERCANTILE CO., INC., Manila; export and import; capital stock \$\frac{p}{2}0,000\$ subscribed \$\frac{p}{4},000\$, paid up \$\frac{p}{1},950\$; directors, P. Catuncan, R. Carpio, F. Gimenez, V. Gabrie, H. David (treasurer).

### February 20, 1922.

ASOCIACION DE CONSIGNATARIOS DE MADERAS (Association of Lumber Merchants), Manila; for mutual aid and protection and advancement of lumber industry; non-stock; directors, José Campos Rueda; Antonio Osorio, Alberto Pecastaing, Eduardo Carceller, Francisco Boix, Emilio Carceller.

### February 23, 1922

ELCO DAIRY COMPANY, INCORPORATED, Manila; capital stock \$\mathcal{P}\$10,000, subscribed \$\mathcal{P}\$10,000, paid \$\mathcal{P}\$3,500 directors, D. W. Fry (treasurer), C. A. McDonough, Lorenzo A. Barretto, Vicente Basallote, Clodoaldo Cruz.

### March 1, 1922

Negros Philippine Lumber Corporation, Manila; general timber and lumber business; capital stock \$2,000,000, subscribed \$7400,000, paid \$7100,000; directors, Dee C. Chuan, Calinto Dyyco, Dy Pac (treasurer), Dee Hong Gue, W. W. Harris.

SAMAHANG KALIGTASAN, Peñaranda, Nueva Ecija; to purchase a rice huller by cash or instalment plan, and rent it out; capital stock \$\mathbb{P}10,000\$, subscribed \$\mathbb{P}2,000\$, paid \$\mathbb{P}550\$; directors, Dionisio Ladores, Gaudencio Abes, Benito Padilla (treasurer), Elpidio Abesamis, Felix Caluncaguin, Casiano Abes.

### March 3, 1922

FIRST LUZON FARMERS ASSOCIATION, INC., Tarlac, Tarlac; cooperative purposes: capital stock \$\frac{7}{2}0,000\$, subscribed \$\frac{7}{2}0,000\$, paid \$\frac{7}{2}5,000\$; directors, Salvador Estrada, Melencio R. Castro, Federico Soliman (treasurer), Laureana Cruz, Francisca Manlapas.

### March 4, 1922

MANILA HOME BUILDERS, INC., 502 Rizal Ave., Manila; general contracting; capital stock \$P20,000, subscribed \$P4,000, paid \$P1,000 directors, José de Leon, Jr., A. S. Claravell, Celso Icasiano, N. Nazario, Delfin Buencamino (treasurer).

### March 13, 1922

D. L. FALER COMPANY, INCORPORATED, Cebu, Cebu; general importing and exporting, retail stores, printing; capital stock \$300,000, subscribed \$162,000, paid \$121,000; directors, D. Leopold Falek, Ramon Aboitiz (treasurer), Dolores Sidebottom, Maria Rivera, Kurt Fick.

### March 16, 1922

SAMAR-LEYTE TIMBER Co., 18c., Manila: capital stock \$\mathbb{P}\$50,000, subscribed \$\mathbb{P}\$44,000, paid \$\mathbb{P}\$30,200; directors, Eduardo Martin, Mariano R. Barretto, José Mollat, \$y\$ Chiuco, Sancho Belmonte, Andres D. Garrovillas (treasurer).

### March 17, 1922

Anselmo Ferrazzini, Inc., Manila; hat factory; capital stock ₱125,000; subscribed ₱25,000; paid ₱6,250; directors, Anselmo Ferrazzini treasurer), A. Carreon, W. Reichenbach, P. T. Schwartz, W. Bodmer.

### March 18, 1922

LA SUPREMA CIGAR FACTORY, INC., Manila; capital stock ₱30,000, subscribed ₱6,000; paid ₱2,400; directors, H. H. Beisner, N. N. Beisner (Mrs.), Pio H. Santos (treasurer), Buenaventura M. Jacinto, Marciano Genaden.

### March 23, 1922

MOLAVE CORPORATION, Manila: real estate and mortgaging; capital stock P50,000, sub-

erribed 710,000, paid 710,000; directors, Rascribed F10,000, paid F10,000; directors, Ramon Sotelo, Halim Ismael (treasurer), Hipolito Cruz, Vicente Frias, L. G. D'Aquino.

### FOREIGN

February 14, 1922.
BISHOP TRUST COMPANY, LIMITED, of the Territory of Hawaii; agent in the Philippines, George H. Fairchild, Manila; capital stock, fully paid up, \$\mathbf{P}\$1,000,000.

March 3, 1922

THE PROCTER & GAMBLE TRADING COMPANY, THE PROCESS & GAMBLE FRADING COMPANY, Ohio. U. S. A.; manufacturing and trading in vegetable oils, their products and by-products, agent in the Philippines, A. A. Williamson, Manila; capital stock P50,000, fully paid up.

March 20, 1922

Philippines American Company, Inc., California, U. S. A.; agent in the Philippines, Capt. T. Nimrod McKinney; general commission and steamship agents; brokers; tourist agents; advertising agents, etc.; capital stock P200,000, subscribed P40,000, paid P40,000.

### EMPLOYMENT BUREAU

A slight improvement in the unemployment situation was noticeable during March. There were 12 new registrations since the last report, and 21 names were taken off the list, leaving 78. Of these 11 are office men; 7 stenographers, (women); 4 salesmen; 4 accountants; 2 mechanical engineers; 1 constructing engineer; 11 mechanics; 2 lumbermen; 2 carpenters; 2 construction foremen; 3 storekeepers; 1 scientific farmer; 3 farmers; 2 plumbers; 1 blacksmith; 1 saddler; 1 painter; 2 cooks; 1 ship's steward, and

To labor foremen.

The number of those registered as being out of employment has slowly but steadily decreased since the first of the year, but individual cases of destitution come to the attention of the Chamber with but little less frequency than during the last few months of the past year. Eleven cases were granted emergency relief.

A. Schipull. Relief Agent.

### SCHEDULE OF MEETINGS

Tuesday, April 4, at 4 p. m.: Board of Di-

Tuesday, April 11, at 4 p. m .: Board of Di-

Wednesday, April 12, at 1 p. m .: Active and

Tuesday, April 18, at 4 p. m.: Board of Di-Tuesday, April 25, at 4 p. m.: Board of Di-

Wednesday, April 26, at 1 p. m.: Active and

stociate member Tuesday, May 2, at 4 p. m.: Board of Di-

Tuesday, May 9, at 4 p. m .: Board of Di-

An executive order was signed by the President of Mexico on January 18 directing the abolishment of all passport restrictions against Americans entering Mexico on and after February 1. Since that date Americans entering Mexico have not been required to hold passports, permits, identity cards or other similar documents. A similar executive order applying to Mexicans was signed by President Harding.

The current rice crop of Siam will probably be one of the largest ever produced, reports Consul James P. Davis, of Bangkok. The area planted in the six interior provinces from which the reat bulk of the export rice comes is about 100,000 acres larger than that of 1920-1921. It is officially estimated that the exportable surplus of the new crop will probably reach 1,335,000. short tons, which equals the high record exports of 1916-17.

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that the Office and Salesroom

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TELEPHONE 1156 FOR THE ADVERTISING MANAGER

### THE AMERICAN CHAMBER OF COMMERCE JOURNAL

OFFICIAL PUBLICATION OF THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLAND3

# STATISTICAL REVIEW

### Weekly Consolidated Bank Reports, February-March, 1922

By BEN F. WRIGHT, Special Bank Examiner

1.	Loans, discounts and overdrafts	Week ending February 25 P168,289,930	Week ending March 4 ₱169,669,301	Week ending March 11 ₱170,240,286	Week ending March 18 P168,803,049
2.	Investments	20,055,602	19,756,329	18,436,984	20,471,561
3.	Due from banks, agencies and branches in the Phil. Islands	49,926,657	50,660,201	51,433,190	51,353,492
4.	Due from head offices	5,277,482	5,655,351	4,907,695	4,503,789
5.	Due from other banks	11,511,233	10,071,475	10,565,362	4,686,824
6.	Cash on Hand—				, ,
	(a) Philippine Treasury certificates	9,921,988	9,351,385	9,271,142	9,291,304
	(b) Philippine National Bank notes	1,672,737	1,220,448	1,431,507	1,603,305
	(c) Bank of the Philippine Islands notes	114,711	169,550	166,075	121,470
	(d) Philippine silver coin	102,740	99,865	84.574	92,442
	(e) United States currency	16,760	12.413	18,268	20,464
	(f) Other	527,332	549,593	445,840	435,098
	Total	12,356,275	11,313,258	11,517,423	11,634,090
7	Resources	295,900,099	294,863,933	294,339,284	288,189,436
8.	Net circulation	41,576,004	41,692,144	41,692,144	41,692,134
9.	Demand deposits	95,331,594	95,379,525	95,900,654	97,834,002
10.	Time deposits.	21,313,730	21,150,764	21,072,077	20,838,761
11.	Due to Head Office	47,981,880	45,735,205	45,046,319	39,424,410
12.	Due to banks, agencies and branches in the Phil, Islands.	2,625,589	5,388,881	4,866,572	4,199,526
13.	Due to other banks.	29,261,299	29,646,003	29,331,351	23,251,627
14.	Exchange bought since last report—spot.	4,859,752	3,446,989	2,971,482	2,902,428
15.	Exchange sold since last report—spot.	4,810,175	3,590,209	2,698,972	3,273,185
		4,197,904	5,300,078	2,988,209	
16.	Exchange bought since last report—future	2,395,916	3,343,187	2,988,209	5,412,329
17.	Exchange sold since last report—future		26,538,945	22,634,349	3,879,162
18.	Debits to individual accounts since last report	20,322,128	20,338,943	22,034,349	23,901,948

The following comment was issued by Mr. Wright on March 24 in connection with the consolidated report for the week ending March 18:

"The significant changes shown in the attached report are as follows:

Total	Resources have increased	₱6,150,000	
Total	Deposits have increased	1,700,000	
	Future Exchange Bought increased	2,424,000	
Total	Future Exchange Sold increased	1,865,000	
Total	Spot Exchange Sold increased	574,000	
Total	Debits to Individual Accts. increased	1,267,000	
"The	each holdings of the bank remain practically	constant and a	

"The cash holdings of the bank remain practically constant and are

down to a minimum.

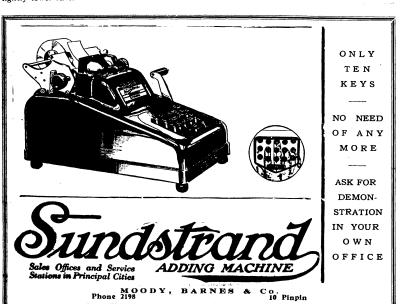
"Changes shown above indicate increased business activity though the debits to individual account are still some \$\mathbb{P}2,600,000\$ less than reported for the week ended March 4th.

"Exchange operations have resulted in an easier market with nominal rates today (March 24th) at 2% and 3% and actual transactions at a lightly lower rate.

"Not all the items of the present report are comparable with the report rendered a year ago. The comparable items, however, present some very interesting results as shown in the following:

	March 19, 1921	March 18, 1922
Total Resources	<b>P</b> 182,058,000	<b>P</b> 189,274,000
Total Cash Holdings	11,634,000	12,967,000
Total Deposits	130,014,000	118,672,000
Total Exchange Bought	22,485,000	8,314,000
Total Exchange sold	21,022,000	7,152,000
Due from Foreign Banks	35,349,000	9,190,000
Due to Foreign Banks	62,531,000	62,676,000

"It should be stated with regard to deposits that, while the above indicates a decrease in deposits of \$\mathbb{P}11,342,000\$, deposits of Government funds with the National Bank decreased by some \$\mathbb{P}22,000,000\$. Apparently, therefore, there has been an increase in individual deposits about \$\mathbb{P}10,729,000\$ during the past year."



### PORT STATISTICS

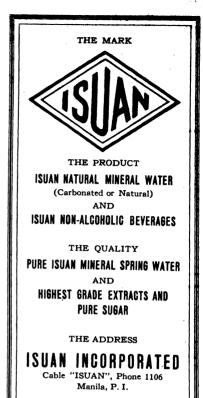
FEBRUARY

1	ENTERED									
Ports	Ves	sels	Net to	Cargo dis- charge						
	1922	1921	1922	1921	1922					
Manila	45 1 3 2 1	50 7 1 2 1	171,513 4,331 9,206 1,171 4,260	168,856 17,882 4,766 1,171 4,260	Tons 59,878 2,283 4,600 357					
Total	52	61	190,481	196,935	67,26					

			CLEARE	D	
Ports	Ves	sels	Net to	Cargo	
	1922	1921	1922	1921	1922
Manila Iloilo Cebu Jolo Zamboanga Balabac	40 2 9 2 2	51 8 7 2 1	146,101 9,505 32,933 1,171 8,183	163,190 25,564 26,285 1,171 3,676	Tons 39,66 10,25 17,02 29, 1,59
Total	55	69	197,893	219,886	68,83

### LUMBER AND TIMBER EXPORTED FROM THE PHILIPPINE ISLANDS

	19	?1	DAT 1 111	19.	1920			
Species -	Board feet		Value	Board feet		Value		
United States: Narra timber	44,944	_		200.0, ,000				
Tangile timber		r	6,450					
Miscellaneous timber. Narra lumber.	7,632		1,101		_			
Tangile lumber\lmon lumber	804,752 997,248 1,940,224		150,663 124,843	2,915,000 802,208	7	557,388 111,877		
Lauan lumber Miscellaneous lumber	1,940,224 169,600		438,892 21,201	4,245,936 18,232		446,879 3,077		
Тотац	3,964,400	7	743,150	7,981,376	-	1,119,221		
Hongkong:	0,701,100	•	110,130	7,701,070	٠	1,117,421		
Miscellaneous timber				20,352	7	1,000		
Narra lumber	16,960	7	1,865	37,312		2,436		
Lauan lumber Miscellaneous lumber	66,992 938,736		6,281 87,388	212,424 176,384		19,169 37,324		
TOTAL	1,022,688	7	95,534		_			
	. 1,022,000	•	93,334	446,472	P	59,929		
China: Narra timber								
Miscellaneous timberNarra lumber	224	7	150	424	7	250		
Tangile lumber	55,120	•	16,815	10,176		3,714		
Lauan lumber	325,632 3,307,200		33,498 276,941	2,501,600		247,608		
Miscellaneous lumber	620,312		75,075	1,001,064		103,698		
Total	4,308,688	r	402,479	3,513,264	7	355,270		
Japan:								
Narra timber Miscellaneous timber		7	40	424 8,904	Ŧ	150 4,118		
Narra lumber Tangile lumber	1,696		312 12	-1,-1		11		
Almon lumberLauan lumber	44,520		4,893					
Miscellaneous lumber	26,712		1,251	6,360		5,582		
TOTAL	72,928	T	6,508	15,688	7	9.861		
Australia:				,	-	,,		
Tangile lumber	16,112	7	2,252	49,608	T	10,301		
Almon lumberLauan lumber	1,121,056 725,040		152,852 81,358	467,248 203,520		57,285 25,850		
Miscellaneous lumber	36,040		4,464			-0,000		
Total	1,898,248	r	240,926	720,376	T	93,436		
United Kingdom:								
Narra lumber	82,680	7	18,386	424 336,232	T	192		
Lauan lumber Miscellaneous lumber	338,776 54,272	-	50,669	495,232		58,764 76,913		
			10,139	194,616		34,777		
TOTAL	475,728	P	79,194	1,026,504	r	170,646		
Canada: Almon lumber				20.054	_			
Lauan lumber Miscellaneous lumber				39,856 86,072	7	6,000 12,538		
Total				125,928	r	18,538		
British East Indies: Miscellaneous timber								
langue lumber	848	r	173	2,968	7	720		
Miscellaneous lumber	10,176		2,296	5,512		1,711		
Total	11,024	7	2,469	8,480	r	2,451		
British Africa:								
Lauan lumber:				19,504	P	3,000		
Lauan lumber	18,232	r	2,827					
Tangile lumberLauan lumber	424 2,968	T	102 161					
Total								
Guam:	3,392	r	263					
Tangile lumber	2,544	P	400					
Lauan lumber Miscellaneous lumber.	11,024	•	864	4,240	P	1,000		
TOTAL	13,568	P	1,264	4,240	P	1,000		
Howaii: Lauan lumber	1,272							
Spain;	1,272	P	50					
Narra lumber				424	P	550		
Miscellaneous lumber				121	•	415		
Total				424	P	965		
All Countries:								
Narra timber. Tangile timber.	44,944	r	6,450	424	r	150		
Miscellaneous timber	7,632		1,141	32,648		6,088		
TOTAL	52,576	P	7,591	33,072	F	6,238		
Narra lumber.	2,120	•	462	848	•	753		
Almon lumber	962.480		188,803 313,058	3,311,016 1,346,624	•	630.167		
Lauan lumber Miscellaneous lumber	2,460,896 6,445,224 1,866,872		862,072	7,768,528		177,598 832,957		
	1,866,872		202,678	1,402,168		186,584		
TOTAL LUMBER.	11,737,592		,567,073	13,829,184		,828,059		
GRAND TOTAL.	11,790,168	P1	,574,664	13,862,256	P1	,834,297		
		_						





281 Calle Cristobal

MANILA

# Condition of the Philippine National Bank as of December 31, 1921

From the Annual Report of the Board of Directors

### RESOURCES

	December 31, 1921	December 31, 1920		Increase (+) Decrease (—)
Loans and Discounts	P122,031,839.12	<b>†</b> 151,506,846,48	<b>₽</b>	29,475,007,36
U. S. and Philippine Government Bonds	1,795,200.00	8,067,900.00		6,272,700.00
Bank Site and furniture and fixtures	1,135,863.19	1,005,796.89		130,066.30
Exchange for future delivery	2,847,409.62	69,497,538.24		66,650,128.62
Due from branches	1,384,654.57	5,037,570.22		3,652,915.65
Due from bank and bankers	2,255,724.98	8,479,086.62		6,223,361.64
Cash in vault and with Treasurer of the				
Philippine Islands	1,057,514.02	3,663,961.65		2,606,447.63
Customers' liabilities, L/C	7,480,716.56	16,673,976.34		9,193,259.78
Other assets	29,659,286.04	12,355,319.36	+	17,303,966.68
Deferred expenses	12,570,469.69		+	12,570,469.69
Bills for collection	3,412,379.99	11,978,005.93		8,565,625.94
Total Resources	₱185,631,057.78	<b>P</b> 288,266,001.73	—P1	102,634,943.95

### LIABILITIES

	December 31, 1921	December 31, 1920		Increase (+) Decrease (—)
Capital	<b>P</b> 35,300,000.00	P 12,216,230.00	+ P	23,083,770.00
Reserve funds and surplus	·	9,783,770.00		9,783,770.00
Reserve for contingent liabilities		1,596,724.13		1,596,724.13
Reserve for taxes and fidelity bonds	248,321.78	345,379.13		97,057.35
Reserve for uncollected interest	5,391,781.07		+	5,391,781.07
Dividends unpaid	2,789.93	729,454.25		726,664.32
Circulation	32,704,516.05	24,195,513.60	+	8,509,002.45
Exchange contracts	2,847,409.62	69,497,538.24		66,650,128.62
Commercial credits	7,480,716.56	16,673,976.34		9,193,259.78
Deposits	84,390,154.29	134,728,886.02		50,338,731.73
Due to banks and other liabilities	13,852,988.49	5,836,444.01	+	8,016,544.48
Deferred income		684,080.08		684,080.08
Bills for collection	3,412,379.99	11,978,005.93		8,565,625.94
Total Liabilities	₱ 185,631,057.78	₱288,266,001.73	—₽	102,634,943.95

### TRADE STATISTICS

PRINCIPAL EXPORTS

A management	192	2	192	21
ARTICLES —  Copra. Sugar. Hemp. Cigars. Leaf Tobacco. Embroideries. Coconut Oil Maguey. Hats. All Others.	Quantity* 12,800,398 14,137,479 7,015,798 18,181,434 1,729,978 1,277,730 1,410,984 25,012	Value P2,095,769 1,868,347 1,734,987 657,206 633,281 470,716 386,080 224,360 65,344 587,636	Quantity* 4,786,706 10,988,462 11,216,559 15,764,028 2,261,707 9,932,294 1,549,627 15,394	2,346,442 4,186,320 720,016 1,531,257 1,265,164 4,289,545 288,031
TOTAL, DOMESTIC EXPORTS		₹8,723,726		₱16,570,626
Exports of United States Products Exports of Foreign Products		489,874 8,886		429,600 16,960
GRAND TOTALS		P9,222,486	-	P17,017,186

\* All quantities in kilos except for cigars and hats, for which products actual number of units is given.

CARRYING TRADE

CARRYING TRADE

FEBRUARY FOREIGN TRADE

Nationality 1	1922		1921	
V essels	Value	%	Value	%
American	₱7,703,201	40.8	₱ 15,977,990	33.3
British	7,027,415	37.0	21.987.991	45.8
Japanese	2.084.280	11.0	7,227,118	15.1
Swedish	822,465	4.3	·	-
Spanish	732,468	3.8	1,704,307	3.5
Dutch	461.299	2.4	592,391	1.2
Chinese	75,225	0.4	82,492	0.2
French	55,607	0.3		
Philippine	41,346	0.2	460.574	0.9
Norwegian		-	86,997	0.2
Total by freight	P19.003.306	100.2	P 48,119,860	100.2
Total by mail	917,762	1	1,623,619	
Total foreign	₱19.921.068		P 49.743.479	

PEDRUARI	EAFORIS
1022	1

Nationality	1922		1921		
Vessels -	Value	%	Value	%	
American	P3,102,051	35.6	P6.148.880	38.7	
British	3,036,332	34.9	6.056.824	38.1	
lapanese	1,095,116	12.6	2.031.987	12.8	
Swedish	822,460	9.4	·	-	
Spanish	538,682	6.2	1,572,143	9.6	
Dutch	122,857	1.4	41,475	0.3	
Philippine	1,578	-	4,064		
Chinese			46,372	0.3	
Exported as					
freight	P8,719,076	100.1	P 15,901,745	99.8	
Exported by					
mail	503,410		1,115,441		
Total exports	₱9,222,486		₱17,017,186		

# Philippine Guaranty Company, Inc.

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MANILA, P. I.

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WEST COAST LIFE INSURANCE CO.

J. NORTHCOTT CO., INC.
General Agents

### CARRYING TRADE

### FEBRUARY IMPORTS

Nationality	1922	1	1921	
1 issels	. Value	%	Value	%
American British Japanese Dutch	P4,601,150 3,991,083 989,164 338,442	44.8 38.8 9.6 3.3	<b>P</b> 9,829,110 15,9931,167 5,195,131 550,916	30.6 49.5 16.2 1.7
Spanish Chinese French Pnilippine	193,786 75,225 55,607 39,768	1.9 0.7 0.5 0.4	132,164 36,120 456,510	0.4 0.1 1.4
Swedish Norwegian		_=	86,997	0.3
Carried as freight Imported by	<b>7</b> 10,284,230	100.0	P32,218,115	100.2
mail	414,352		508,178	
Total imports	<b>P</b> 10,698,587		₱ 32,726,293	

### FEBRUARY IMPORTS BY COUNTRIES

0 4.1	1922		1921	
Countries	Imports	%	Imports	%
United States	P6,683,504	62.5	P 25,336,320	74.4
Iapan	1,118,894	10.4	2,150,922	6.6
China	855,161	8.0		4.4
[]. Kingdom	479,006	4.5	643,524	2.0
Australasia	458,577	4.3	352,926	1.1
Fr. E. Indies	224,786	2.1	670,872	2.1
Br. E. Indies	136,073	1.3	485,621	1.5
Dutch E. Indies	130,530	1.2	647,667	2.0
Switzerland	128,773	1.2	120,377	0.4
Spain	126,190	1.1	116,508	0.4
France	104,076	1.0	217,587	0.7
Siam	77,001	0.7	884,192	2.7
Germany	43,672	0.4	73,268	0.2
Netherlands	40,968	0.4	48,218	0.2
Hawaii	27,631	0.3	147,271	0.4
Italy	17,460	0.2	30,275	0.1
Belgium	10,447	0.1	36,711	0.1
Canada	10,354	0.1	208,209	0.6
Hongkong :	3,949		92,601	0.3
Denmark	3,844		65	_
lapanese-China				
Austria	2,524	_	1,055	_
Sweden	1,182			_
Norway		_	134	-
Guam		_		
Other countries.	13,980	0.1	12,253	
Total	₱10,698,582	99.9	₱ 32,726,293	100.2

### PRINCIPAL IMPORTS

### FEBRUARY

Articles	1922	1921
Cotton cloths	P1,613,765	₱3,281,225
Other cotton goods	871,389	1,499,944
Iron and steel	558,900	2.075.003
Explosives	480,968	547,552
Meat products	437,461	405,265
Illuminating oil.	412,237	3,127,716
Dairy products	389,399	194.844
Machinery.	344,072	2,075,003
Wheat flour	305,164	590,229
Paper	289,689	951,176
Gasoline.	286,649	549,459
Silk goods	242,713	433,843
Tobacco goods.	231,311	597,334
Coal	227,304	1,050,921
Fish and fish products	220,898	630,400
Lubricating and other oils	215,129	952,570
India rubber goods	204,771	432,725
Electrical machinery.	203,774	581,147
Vegetables.	203,773	259,916
Chemicals, drugs, dves, etc	195,972	603,269
RICE.	164,235	326,239
	156,078	414,833
Cattle and carabao	143,141	273.829
rruits and nuts.	137,940	345,857
Lartnen stone and china warel	103,353	68,677
Automobiles and parts	96,212	1,789,136
MUUON DICTURE films	86,466	97,627
contee.	75,634	28,925
Matches.	73,968	55,836
	73,483	95,210
	70,760	351,628
	68,517	208,325
	67,046	83,611
	52,788	456,832
	44,396	213,459
Diamonds.	31,834	86,228
	30,872	266,094
	15,756	39,194
	98	210,941
All others	1,270,667	6,474,271
Totals	₱10,698,582	P32,726,293

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### FEBRUARY EXPORTS BY COUNTRIES

Countries	1922		1921	
	Exports	%	Exports	9
United States	₹4.978,767	54.0	₱6,278,738	.36
Spain	1,476,648	16.0	1,543,942	9
U. Kingdom	920,814	10.0	1.059.332	6
Japan	495,904	5.4	2.087.939	12
Germany	340,901	3.7	35,445	l õ
Br. E. Indies	234,402	2.5	373,399	Ž
China	154,205	1.7	433,211	2
Netherlands	136,110	1.5	4,022,303	23
Belgium	113,513	1.2	34,200	ŏ
Australasia	85,160	0.9	153,383	ŏ
Hongkong	83,902	0.9	606,520	3
Hawaii	60,590	0.7	94,921	ŏ
Canada	29,450	0.3	26,675	Ŏ
taly	27,147	0.3	10,500	ō
France	21,265	0.2	83,335	Ö
Dutch E. Indies	21,208	0.2	42,420	Ö
Switzerland	8,630	0.1	1,315	-
Fr. E. Indies	8,981	0.1	27,024	0
apanese-China	2,678	- 1	6,050	-
Siam	3,677	- 1	988	
Guam	1,204	=	21,175	0.
Denmark		- 1		- 1
Austria		=		-
Sweden		- 1		-
Norway		l <del></del> . l		-
Other countries.	17,330	0.2	74,371	0.
Total	P9,222,486	99.9	P17,017,186	100

### STATISTICS OF AUSTRALIA, 1920-21

Population	5,445,423	
Area, 2,974,581 square miles	-1,903,731,8	40
Alienated	108,088,411	erv acre
In process of alienation.	56,009,047	
Leased or Licensed	30,009,047	
Crown Lands	027 675 520	
Other Crown Lands	937,675,530	
	801,958,852	
Acreage Under Crop		
Wheat and Hay	12,901,324	acres
Oats and Maize	1,334,000	
Sugar Cane	159,037	**
Miscellaneous Crops	12,171,146	**
-	,,	
	26,565,507	
Yield Estimates	20,000,001	
Wheat	144,409,488	huchal
Hay	2,989,138	tone
Oats	12,559,366	buchel
Maize	6,764,005	Dusilei
Sugar Cane	1,350,081	
	1,550,061	tons
Live Stock		
Sheep	75,554,082	
Cattle	12,711,067	
Horses	2,422,580	
Pigs	695,968	
Wool Clip	725,208,176	1bc
	120,200,170	108.
Dairy Produce		
Butter	165,648,791	lbs.
Cheese	26,196,272	**
Bacon and Hams	57,747,092	**
Value of Primary Products		
	£	
Agricultural	72,234,000	
Pastoral	109,062,000	
36:	103,002,000	

Agitulutral 7,234,000
Pastoral 109,062,000
Mining 19,725,000
Others 147,162,000

Total Value of Manufacturing output.....£292,536,608

Railways 30th June, 1921
Miles

A process has recently been patented in Japan for the production of a fiber resembling artificial silk from China grass, or ramie. This is being extensively woven into a cloth for the manufacture of kimonos and is also being mixed with silk, cotton, and wool. It is intended to patent the process in other countries. Ample supplies of China grass are available at present, and it is intended to extend the industry very materially.

### CERRUARY FOREIGN TRADE BY COUNTRIES

	1922		1921		
Countries	Foreign Trade	6%	Foreign Trade	%	
United States.	P11,662,271		₱ 30,615,058	61.5	
Japan	1,614,798	8.1		8.5	
Spain	1,602,838 1,399,820	8.0 7.0		3.4	
( Kingdom	1,009,366	5.0	1,882,928	3.8	
China	543,737	2.7	506,309	1.0	
Austrolia	384,573	1.9	108,713	0.2	
Germany Br. E. Indies	370,475	1.9	859,020	1.7	
Fr. E. Indies	233,767	1.2		1.4	
Netherlands	177,078	0.9		8.2	
Dutch E. Indies	151,738	0.8		1.4	
Switzerland	137,403	0.7		0.2	
Franc	125,341	0.6	300,922	0.6	
Relgium	123,960	0.6		0.1	
Hongl.ong	87,851	0.4	699,121	1.4	
Siam.	80,678	0.4	885,180	1.8	
Hawaii	88,221	0.4		0.5	
Italy.	44,607	0.2		0.1	
Canada	39,804	0.2		0.5	
Denmark	3,844	-	65	-	
Japanese - China	2,678		6,050	***	
Austria	2,524		1,055	-	
Sweden	1,182	-		-	
Norway	4.004		134		
Guam	1,204		21,175		
Other Countries	31,310	0.2	86,624	0.2	
Total	₱19,921,068	99.8	₱49.743.479	99.8	

### CIRCULATION STATEMENT Month ending February 28, 1922

By M. F. AVELINO, Acting Chief Accountant Treasury Bureau

Pesos, subsidiary and minor

coins	₹>	21,290,809.02
Treasury certificates		38,508,902.10
Bank notes:		
Bank of the Philippine Is-		
lands		8,880,672.50
Philippine National Bank		32,694,032.73
Total circulation, Feb-	_	
ruary 28, 1922	P	101.374.416.33

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Period of Issue: Monthly.

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Subscribed and sworn to before me this 27th day of March, 1922.

M. G. GOYENA, Nolary Public. My commission expires Dec. 31, 1922.

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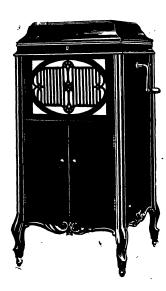


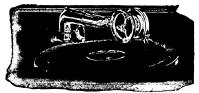


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MANILA

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most ade"Sutely financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, acativered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is 
being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce and the Manila Chamber of Chamber

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MANILA, P. I.

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### Prominent Americans in the Philippine Islands



### WALTER S. PRICE

Walter S. Price, the Transportation King of Walter S. Price, the Transportation King of the Philippines, was born in Philadelphia on September 26, 1876. There are no railroads on the island or province of Leyte, but there is a net work of excellent roads. Hence the Leyte Land Transportation Company, Ltd., of which Mr. Price is president and general manager. It is the largest organization of its kind in the

After completing the Philadelphia public shools course, Mr. Price entered the employ of the civil service as clerk in the office of the of the civil service as clerk in the office of the Health Officer, serving in that capacity from 1891 to 1898, when he enlisted as a private in the Ind Pennsylvania Infantry at the outbreak of the Spanish-American war. In December of the same year he joined the 4th U. S. Infantry and arrived in the Philippines with that outfit in March, 1899. In August of that year he obtained a commission as second lieutenant in the 43d U. S. Volunteers, being later promoted to first lieutenant. He left the military service to first licutenant. He left the military service in 1901 and went into the contracting business, in which line of work he continued until 1911. In 1911, Mr. Price went into the transporta-tion game and has been in it ever since. From

son game and has been in it ever since. From two or three trucks his fleet has grown to scores. He makes his head quarters at Tacloban, Leyte. Besides being an Active member of the American Chember of Commerce, Mr. Price is a member of the American-European Y. M. C. A., and the veterans of Foreign Wars. He is also a 32nd degree Scottish Rite Mason.

ANTHONY G. KEMPF

In the ranks of Manila's soldiers of business are a number of young men who despite their shortage of years are veterans in the commercial game. It is from their number that the future captains of American foreign trade will doubt-less be recruited. It is these young men who will be instrumental in broadening and extend-ing American foreign commerce and placing it on a self-reliant competitive basis in the markets of the world. Here in the Orient they are laying the foundations of the nation's future rise and progress in the international economic

The subject of this sketch is Mr. A. G. Kempf,



local representative of Neuss, Hesslein and Company, a large New York firm which is an important factor in the piece goods or textile trade of the Islands. Born in Brooklyn, N. Y., in 1893, he attended the public schools of that city and finally graduated from St. John's Academy. At the age of 18 he joined the firm of Neuss, Hesslein and Company, and thus has had eleven years of experience in American exports.

During 1918-1919, Mr. Kempf served with

the American-Expeditionary Forces in France. In March, 1920, he opened a selling office in Manila, where he maintains a force of American salesmen who keep in touch with the city and also the provinces.

Mr. Kempf is an Active Member of the American Chamber of Commerce and a frequent visitor to its quarters. He is also a member of the Columbia and Swiss clubs.

### MARTIN R. BOURNE

Martin R. Bourne, vice-president of the Manila Trading and Supply Company, was born April 15, 1882, in Winona, Minnesota. Those who have known Mr. Bourne only as a business man may be surprised to learn that he is a fullfledged lawyer, having received his law degree from Columbia University in 1903, and having been admitted to the practice of law before the Supreme Court of the District of Columbia in the same year

With an idea of leisurely circumnavigating the globe, Mr. Bourne came here in 1904 in the service of the Burcau of Posts. He liked it so well in Manila, however, that he remained until 1910, resigning in that year from the position of disbursing officer of the Bureau. He returned to the United States, settling down in Washington, D.C., where he divided his time about evenly D.C., where he divided his time about evenly between practicing law and installing the accounting system of the United States Postal Savings Bank. He remained in Washington until 1916, when he joined the Manila staff of the Manila Trading and Supply Company. He acquired an important interest in that concern and is now one of its principal stockholders together with Mr. Julius Reis, Mr. Reis and Mr. Bourne divide their time between the Manila and New York offices of the firm, one remaining in the United States while the other holds down the lid in the Orient.

Mr. Bourne is an Active member of the American Chamber of Commerce in his own name and also belongs to the Elks, Army and Navy, Manila Polo and Golf clubs.

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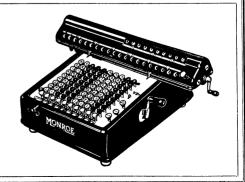
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# FACTS THAT FIT

### Economic Aspects of Independence

(From the Sugar News, Manila)

The Sugar News, as a technical journal, is not interested in the political aspects of the independence question, but it is vitally interested in the effect of independence upon the economic life of the Philippines, insofar as it concerns centrifugal sugar. We understand that a mission is again to be sent to the United States armed with facts and figures with which to argue for the granting of independence to these Islands. Before this commission leaves, it would seem to us to be very necessary that the agriculturists of the Philippines place before the commission arguments and, indeed, figures which will enable the commission to deal intelligently with which, in the event of independence being granted, will affect our industries.

Prior to the development of centrifugal sugar in the Philippines, the manufacture of musco-rado sugars was common. The market for these sugars was found in the Orient—China and Japan absorbing large quantities of this low grade material. Since the advent of the central, however, a new situation has arisen. We neither produce the quantity of muscovado which we did, nor is the market for muscovado as active as it was few years back. Japan has developed, and is developing, Formosa as a source of supply and, while she buys centrifugal sugars in large quantities, we find that she seeks them in Cuba and, to a lesser extent than for-merly, in the Philippines. North China appears to be a very fertile field for the production of beet sugar. We understand that aireauy a beet sugar factory is under construction and we know of at least one project under discussion the plans for which are quite ambitious. has cheap labor and a climate well adapted to the growing of beets. If, then, Chinese beet sugar is developed, one more outlet for Philippine sugar will be shut off and we will become more and more dependent upon the United States as a buyer for our centrifugal sugar.

Today Philippine sugar enters the United States free of duty while Cuban sugars carry a duty of 1.60 cents gold per pound, or \$\mathbb{P}\$4.46 per picul, first cost. If complete autonomy is granted the Philippines, and no reciprocity treaty or understanding is entered into with the United States, Philippine sugars will enter the United States either bearing a full duty of 2 cen's gold per pound, or a preferential duty, smillar to that now granted Cuba, of 1.60 cents gold per pound. What does this mean to our industry? At the moment sugar is selling in soil per pound. What does this inear to our industry? At the moment sugar is selling in America at approximately 4 cents gold per pound, or P11.16 per picul landed in New York. Under a 2 cent duty this figure of P11.16 will be reduced to P5.58 and, under a duty of 1.60 cents. gold per pound, our ₱11.16 will shrink to ₱6.70 Per picul. A production of 500,000 tons of sugar annually in this country is not far distant; under full duty of 2 cents per pound this will Philippines from sugar of P44,610,000 per annum, and under a 1.60 cents duty the reduction will be \$\mathbb{P}35,680,000. What is true for sugar is, hatti ally, true of other products such as hemp, copra, etc. Can Philippine centrifugal sugar live under this handicap? We are not prepared to say, although we do believe that it is worthy of very serious consideration. A planter receiving about half from his sugar that he does under Present conditions may refrain from the growing of sugar cane and the investment of the millions of pesos in our sugar centrals will be Pactically lost unless we prepare ourselves to produce sugar cheaply in the face of a tariff barrier.

We trust that our planters, whether on Negros, Panay, Mindoro or Luzon, will give very serious thought to this general subject and we hope, also, that when the commission leaves for America it will be under very definite instructions as to what to seek in the way of trade considerations. The Philippines today are very much in need of money and no opportunity should be lost to gain for these Islands as large an income as possible from her products. possibility of a serious reduction in this income should give us cause for alarm. Our public schools, roads, irrigation projects, etc., must be maintained and developed; taxation is the only practical means of providing this money, but high taxes and reduced income is a serious combination and we hope that our readers will do their share toward seeking protection for one of our basic industries, an industry which today gives promise of becoming our foremost industry within a very few years.

### EXTENSION OF COASTWISE LAWS

F. E. WALDON in Pacific Ports

After all, the biggest potentiality of all, the trump card up the sleeve of the U. S. Shipping Board, is found in the provisions of the Merchant Marine Act which would, under certain conditions, that might be met if there were sufficient provocation, encompass the Philippines, Hawaii, etc., in the jurisdiction of the coastwise traffic of the United States and thus make applicable to mid-Pacific waters the rigid restrictions that govern the coastwise traffic. The Shipping Board officials are making no threats, because, as has been said, they are confident that the Japanese interests, viewing the situation with broad understanding of natural national aspirations, will consent to a consistent apportionment of Pacific traffic between the countries between which cargoes are exchanged. Nevertheless, the Shipping Board executives are fully conscious as to their powers under the Jones Act. They cannot conceive that any alien shipping interest will venture discrimination against U. S. ships, U. S. ports and U. S. shipping routes when the penalty may be absolute exclusion from the carrying trade of the Philippines and Hawaii.

### HOME RULE FOR PORTO RICO

New York World

San Juan, P. R., Feb. 14.-Porto Rico does not want complete independence but home rule under American suzerainty.

A general assembly of the Unionist Party voted to eliminate the independence plank from its platform and to substitute the home rule, or "free state," proposal. The Campbell resolution, now in Congress, was enthusiastically indorsed.

Under this bill almost absolute autonomy would be given to the island, with power to elect its own Governor and Legislature, make its own laws and enforce them. The United States would have a resident Commissioner, whose authority would be in the nature of a veto power over certain acts of the Government.

The Commissioner would be empowered in emergencies to establish martial law.

NONE OF OUR BUSINESS From Brazilian Business Official Organ, American Chamber of Commerce for Brazil

The political campaign, which is absorbing the attention of our Brazilian friends at present, comes closer to being none of our business than anything of which we can think, off hand.

There are many lines of activity in this country which may be considered of legitimate interest to resident foreigners, but the election of the President of the Republic is not included.

The more or less painful labors, through which not only Brazil but every republic passes in the production of a new administration constitute a phenomenon which should be in no way unfamiliar to Americans. No one should be able to realize more acutely than an American that political campaigns generate heat and super-sensitive nerves. No one should be better able than an American to understand the resentment that is invariably aroused by foreign vote".

A considerable number of Americans, as well as other foreigners, who have been decorated with wooden crosses in Mexico and Central America, probably would have been alive and prosperous today if they had not butted into local politics. The fact that they are now "At Rest" indicates former ill-placed activity.

One evil result of the assumption of a partisan attitude by any one American is that it may become noised about that such is the position of "the Americans". The acts of one fool foreigner may be sufficient in these times of stressed sensibilities to place a highly undesirable odium on his fellow countrymen.

The facts and conditions which have raised the present political issues are but partially understood by foreigners, but one fact which is fairly obvious to even the most casual observer is that the Brazilians are capable of handling their own affairs fully as well as most peoples.

Between now and next March, while the Brazilians are whooping it up for their candidates, there is an excellent opportunity for resident foreigners to confine their attention to their own business—if they have any.

### ADVANTAGES OF FREE ZONES

From a report of a special committee of the United States Chamber of Commerce

Increased facility for trans-shipment business, and increased facility for developing an international consignment market. It is lieved that with free zones in our ports the American merchant marine will benefit from an increased share in the carrying trade of the world; that American merchants and manufacturers will benefit in a variety of ways from the advantages of a wide American consignment market for foreign products; that the free zones will bring needed improvement in American port and terminal facilities; that free zones will bring added business to American banks, bring added business to American banks, insurance companies, freight forwarders and warehousemen; that free zones will bring about a vast improvement of the type of facilities provided at present only by bonded warehouses and drawback, together with a simplification and saving in the work of customs administrative. The establishment of free zones will be a step forward in improving our material equipment in building up our international trade.

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### Through the Coconut Gardens of the Philippines

By THE EDITOR

Some day a real poet is going to bring forth a masterpiece entitled "To A Coconut Palm". In it he will adequately describe the regal stateliness, feathery grace, and exquisite chiaro-oscuro of the coconut palm. Besides being the most useful of all palm species, the coconut is the most beautiful of its kind. Some would award the prize to the royal palm, but the latter tree would appeal more to those whose taste runs to solid, regular, massive works of art, such as St. Paul's or the Colliseum. For fineness of curve and out-line, brilliance of hue and delicacy of general artistic impression, the appeal of the coconut palm will probably be stronger to a majority of people. One of the most popular scenic photographs on sale in the Escolta photo shops is that a silhouette of a leaning coconut palm over a beach at set of sun. The lone tree, through its bare but exquisitely beautiful outline, produces an astonishing effect from an artistic standpoint. It has a beauty that defies analysis, and, as we have said at the beginning of this article, only a superbly gifted poet will some day be able to adequately convey its effect in words.

Within a few hours' automobile ride of Manila les the Coconut Garden of the Philippines. Mile upon mile of these beautiful palms are passed on the splendid road. As far as the eye can reach are groves of slim-fronded trees, affording an ever-entrancing vista beyond the sides of the road that they line. Here and there the view is broken by a bamboo grove or a patch of rice field, giving variety to the scenery that fles by like a painted panorama. Far to the east mes by like a painted panorama. Far to the east sands cloud-topped Banahao, monarch of Philippine mountains and dominating the province of Tayabas, while to the east of the road, Makiling, pride of the Laguna range, rears his green-clad head. It is a journey both entrancing and stimulating, through this tropical Earths network on the outslict of Marile 1997. garden almost on the outskirts of Manila.

### LEAVING MANILA

Complaint is sometimes made by people who ought to know better that there are no attractions for tourists in the vicinity of Manila. Such statements are merely professions of a lack of knowledge. The tourist who knows or who is properly guided can find much to see and learn and entertain him within a few hours' journey of the Philippine capital. To the tourist with only a day at his disposal, no trip can give greater satisfaction than that to Lucena or Lukban, Tayabas province, by way of the Manila South The journey to Lucena, crossing Laguna and Tayabas provinces, the premier coconut-growing districts of the Philippines, can be made comfortably in four hours. It is three-quarters of an hour's ride from Lucena to Lukban, in the mountains at an elevation of 2,200 feet. If desired, the night may be spent in Lucena, where there are two hotels, and the return journey to Manila completed before noon the next day.
The trip makes an ideal week-end excursion for Manilans, but it is doubtful if many residents the city who own motor cars have made it. It is the first of a number that will be described in this publication.



Photo by N. Lyons

Laguna-Tayabas Provincial Boundary

As we leave the Malate district of Manila, by way of Cavite Boulevard or Calle A. Mabini, we pass Fort San Antonio Abad, now a grim and lonesome ruin, at the right. Here it was that the American forces that occupied Manila met the first feeble resistance on their march into the city from Parañaque, farther along the road. It was here that Colonel Henry B. McCoy, now manager of the Manila Railroad Company, first planted the American flag on Philippine soil, leading the Colorado Volunteers against the walls of the fortress in the face of the Spanish fire. A little way beyond the fort looms up an old iron steamer hulk, the remains of some marine disaster in the days before American occupation. It was there at the time the American forces landed, and marked the end of the Spanish trench lines defending the city.

### CONTRASTS IN PASAY

The Pasay road through which we are now speeding is perhaps the least attractive portion of the whole trip. In Pasay, a municipality adjoining Manila, have settled down the riff-raff of the Manila underworld, and among the shacks that line the dusty road are dives of all descriptions, the cheap signs inviting the low-brow fraternity to attractions of a doubtful nature. Within a few minutes, however, we are passing

Our Clothes are full of snap, style and wear SYYAP TAILORING CO., Inc. 111 T. PINPIN

the residential section of Pasay, a favorite place of residence for Manila Americans. There is a sharp contrast between the native and American sections of the town. We swiftly pass the Polo Club and Forbes Field, monuments to the generosity and sporting blood of ex-Governor General Forbes, who bought the tract out of his personal funds and later donated it to the Club. Directly adjoining the polo field on the south is a fine new concrete dwelling erected by Carlos Young, one of Manila's business pioneers. The American residences in this section of Passay are for the greater part substantial well-kept living places surrounded by ample grounds. A few hundred feet to the west is the beach, where many Manilans bathe and at night enjoy the breeze.

We now come to Camp Dewey, at present the Parañaque Aviation Field, where the American army of occupation landed previous to the march on Manila in 1898. Seven hangars house army airplanes that form part of the Philippine air forces. Just before reaching the aviation field you may have noted a sign labelled "Camp Nichols" on the left. The camp is not visible from the road, but behind the thick bamboo and tree clumps that line the road is a pretty little camp with parade ground, barracks, officers' houses and all. Philippine Scouts are stationed

During the war, when the Philippine Division was being formed at the instance of Manuel I. Quezon, an American oil speculator named Carl Hamilton, who had a large interest in the Visayan Oil Company, bought the tract now used as an aviation field and set it aside for the National Guard. Here a camp was established for the training of the 15,000 Filipinos who were to form the Philippine Division at the fighting front,

SALT FROM BAY WATER

Far away across the bay to the right may be seen the three 650-foot towers of the Cavite seen the three 500-100t towers of the Cavite may lardio station. These towers are in wireless communication with the wireless receiving station at Los Baños. The galvanized iron telegraph poles on the road further along bear the Los Baños-Cavite and Manila wires, for the radio messages to Manila are received via Los Baños, which locality seems to be especially suited for the function.

The picturesque plaza of Parañaque lies just beyond the Parañaque bridge, spanning an estuary of Manila Bay, and a little further on is Las Piñas, whose chief claim to fame arises out of the bamboo organ housed in the old church of the municipality. Tourists often stop at this church to view this instrument, which, though built over a century ago, still brings

forth rich and sweet tones.

Just beyond the 13 kilometer post is a series of salt beds, utilizing the salt water back flow from the bay for the manufacture of salt. The salt water is retained in a basin and then is drained off by gravity into several successive basins, increasing in concentration each time. The brine is then spread over evaporating beds, the bottoms of which are made impervious by the use of a species of fire clay. Through the action of the sun and air, the salt forms on the



Photo by N. Lyons

Salt Beds along Manila South Road

surface in the shape of an ice-like incrustation and is scraped off into glittering white piles. Our illustration shows a group of these evaporating beds and salt piles.

### LAKE AN OUTSTANDING FEATURE

At about the 25-kilometer post we enter the Alabang Stock Farm reservation, maintained by the government for the purpose of breeding blooded stock for propagation purposes throughout the Islands. In the fields may be seen Indian cattle and other blooded animals. At this station, rinderpest vaccine and other bacteriological and veterinary preparations are manufactured. To those interested in cattle and stock farming, a visit to the establishment will prove extremely interesting.

Adjoining the Alabang Farm at about the 29-kilometer post, is the San Pedro de Tunasan Estate, owned by an American of Manila, Mr. Carlos Young, who purchased it from the Spanish friars. It is being administered along modern lines. Many years ago, this locality was evidently the center of a silk growing industry. Inscriptions on the ruins of what was probably a silk farm or factory indicate the existence of such an establishment in the years 1718 and 1794. At any rate, it is known that silk was produced there. No silk is now being produced in the Islands. Part of the estate is now planted to sugar cane, and on the right we pass the small sugar mill that handles 100 tons of cane a day. We proceed through the town of San Pedro de Tunasan, noting particularly the splendid, wide tree-lined road that leads to the Laguna de Bay (Bay Lake). From here until after we pass Los Baños, the lake, together with Mount Banahao, elevation 7,200 feet, forms an outstanding feature of the scenery to the east of the road. The low country adjoining the lake

is a favorite hunting ground for snipe nimrods during the snipe season in the late summer and fall of the year.

### Los Baños and Camp Eldridge

At kilometer post 37 we pass through the town of Biñang, a typical Filipino community. Santa Rosa, another town, is four kilometers further along, and then comes Cabuyao. Calamba, 56 kilometers from Manila, ranks high in the affections of the Filipino people, for it is here that José Rizal, the national Filipino hero, was born. The Calamba Sugar Estate is situated a few kilometers from this town. It has one of the largest sugar centrals in the Islands and is well worth a visit. An hour or two at this estate is sure to be prolific of interest and information, Beyond Calamba the country becomes somewhat hilly and the road leads through a rather deep cut in the hillside, the grade becoming somewhat steep. Soon the level country is reached, however, and some of the prettiest scenery of the trip is passed, with the lake to the left and Mount Makiling, about 5,000 feet high, to the right. On the other side of Makiling, invisible from the road, lies Taal Lake and the volcano of the same name. This volcano is now dormant, but in 1911 it erupted with terrible loss of life. Over



Courtesy, Bureau of Science

Mt. Makiling, from Sto. Tomas, Batangas



Photo by N. Lyons

Sampaloc Lake, from San Pablo, Laguna

5,000 people are reported to have been killed in the Taal disaster of 1911.

Soon we pass the Navy Radio receiving station at Los Baños and enter the town. A well-kept hotel is located at the edge of the lake and close by the hotel are the Isuan bottling works, where the famous bottled water of that name is manufactured. The mineral and radium content of the hot springs at Los Baños is such as to give the water great therapeutic value, so that the springs are the mecca of those whose ills can be relieved by the healing waters. The Los Paños Hotel has excellent bathing facilities and maintains a staff of expert masseurs and attendants. The noon hour may be spent at the hotel in comfort. The hotel, it might be added, his an enviable reputation for the quality of its table.

No trip through Los Baños is complete with out a visit to Camp Eldridge, a beautiful United States army post adjacent to the town. It is only a few hundred feet from the hotel to the post and the trip may be made on foot. A good automobile road, however, leads through the post. The officers' quarters are situated at an elevation of several hundred feet, circling a green bowl traversed by one long line of trees.

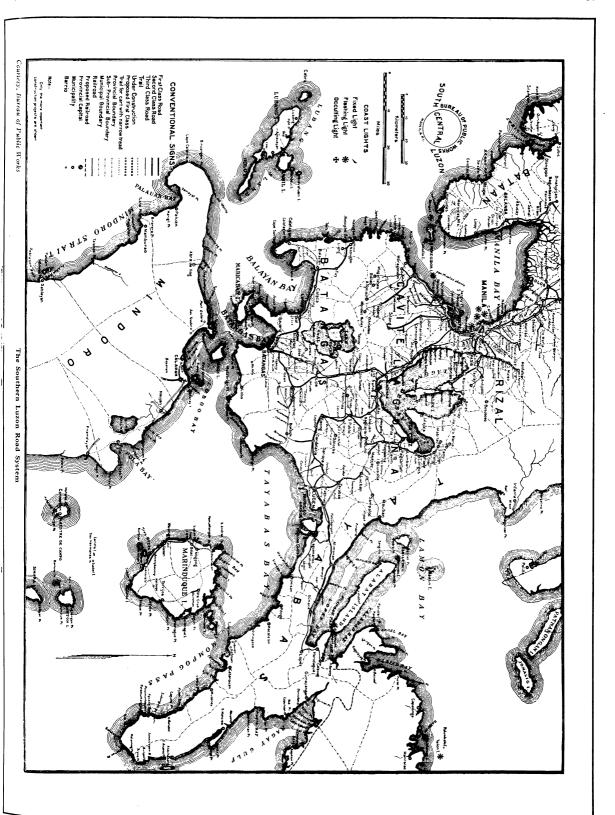




Photo by N. Lyons

Cloud-Topped Banahao, from Lucena-Lukban Road

The bowl is laid out in a well-kept golf course. The view from the top of the hill is magnificent, the vista to the north extending clear across the lake, while on the other side, back of the officers quarters, are the undulating foothills of the Laguna range that separates Batangas and Laguna provinces. Camp Eldridge is an excel-lent example of what intelligent landscape gardening and utilization of natural features can accomplish in the Islands. It is a beautiful spot and should not be missed by the tourist.

Los Baños is 66 kilometers from Manila. few miles beyond are the grounds of the College of Agriculture of the University of the Philippines. The main buildings are reached by a short detour to the right. Here the government is attempting to produce a breed of scientific farmers who are expected to make two blades of grass grow where only one grew before. The students are cosily housed in small cottages and maintain a number of model gardens and plots.

### A SURPRISE AT SAN PABLO

We return to the main road and proceed on our way south. The first town passed beyond the Agricultural College is Bay, fronting on the lake. Before the railroad traversed that part of the country, Bay was the head of navigation on Laguna de Bay. Here was the meeting place of pack trains and lake vessels, where the produce of the country was exchanged for the mer-chandise of Manila. Now it is a sleepy little town, basking in the departed glory of its deserted warehouses.

Beyond Bay is the Calauang Estate of several thousand acres. This productive and extensive property is being cut up into smaller tracts and sold to tenants and settlers. Some of the land is still virgin and has to be cleared, but most of it is ideally adapted to coconut culture. We have now reached the coconut belt of the province of Laguna and these beautiful palms form a welcome addition and variation to the scenery. At the 88-kilometer post we come to San Pablo, the center of the coconut region of Laguna and the largest and most prosperous town in the The substantial buildings and elaborprovince. ate business establishments at once proclaim the semi-metropolitan character of the city. A large oil mill still operates in this town. war boom in coconut oil has done much for San Pablo in the way of civic appearance and prosperity.

Now for a pleasant surprise. On reaching San Pablo, direct the chauffeur to go to Sampaloc Lake. He will take a turn or two through the streets and then proceed up a rather steep little hill. Before you are aware of it, you are look-ing down into as pretty a little circular lake as exists anywhere. There it lies, probably 400 feet below you, surrounded by the foothills of Banahao, curly-topped coconut palms predominating in the landscape. Looked at from above, these palms present a novel appearance. The lake is about a mile and a quarter across. It is a perfect little gem of its kind, and comes as a

distinct surprise upon the traveler. Probably it is the crater of an extinct volcano, but the natives have a legend of their own as to its origin.

Many years ago, so the story goes, an old woman owned a fine sampaloc tree in a village that occupied the site of the present lake. day an old beggar came along and offered to buy The woman refused to sell it. He argued long and loud, but the old lady remained adamant in her refusal. Finally the wanderer went off in the direction of Banahao. had gone a short distance a terrible noise was heard and the lake arose out of the ground, drowning the village and the old woman.

A peculiar fact about Sampaloc lake is that it

has an outlet but no inlet, so far as investigation has disclosed. It must obtain its water from hitherto undiscovered subterranean sources.

### THROUGH TAYABAS TO LUCENA

A few kilometers beyond San Pablo we cross the boundary between the provinces of Laguna and Tayabas, marked by an inscribed arch. Now the country is practically all coconut, every inch being occupied by stately groves. Here and there we see a drying shed where the natives smoke out the coconut meat from the shells. The first town we come to in Tayabas along the South Road is Tiaong, 102 kilometers from Manila. Twelve kilometers further on is Candelaria. Between these two towns we note evidences of a disastrous flood not many years ago that destroyed substantial bridges and brought down from the heights of Banahao large rocks and boulders, wreaking terrible havoc.

natives, when questioned by the writer, seemed to know nothing regarding this flood, but the piled up rocks, devastated tracts and wrecked bridges bore mute yet eloquent testimony to its The date 1913 on one of the deoccurrence. molished bridges shows that the flood must have taken place after that date. Beyond occasional devastated places in the vicinity of the beds of small streams, along which the rushing waters must have taken their course and a few scattered rocks in unexpected spots, the country bears no visible signs of the flood. It is green and flour-ishing, clothed in a waving mantle of coconut palms.

Sariava, 124 kilometers from Manila, is evidently a town with a civic conscience and a publicspirited citizenry. One cannot help but note its well-kept gardens and the general attempts of the house-owners to make something of their front and back yards. Flowers grow in profusion in Sariava and add immensely to the appearance of the town. Just this side of Sariaya is another reinforced concrete demolished bridge, wrenched from its approaches by the angry rush of waters. It lies slantingly athwart the bed of the stream, a sad exhibit of the power of Nature's primitive and elemental forces.

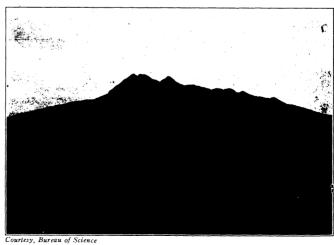
It is only 12 kilometers from Sariaya to Lucena, an important Tayabas port and the largest town and capital of the province. It is not a particularly imposing municipality, but bears evidences of the boom times of the war years in the shape of a number of decidedly pretentious business buildings and private dwellings. are two hotels in Lucena, one run by a Chinaman and the other by a Filipino. Both afford fair lodging and food to the traveler but neither is up

to metropolitan standards.

At Lucena the road divides, one branch going north to Lukban and the other continuing east to Atimonan. The latter road, over the Tayabas mountains, is a scenic route of great fame and is worthy of a separate article. It is rivalled only by the Benguet and Naguilian roads in the Philippines, and, in the opinion of some people, is even more noteworthy from a scenic standpoint than the aforementioned mountain highways.

### CLIMBING TO LUKBAN

We shall continue on the Lukban road up the foothills of Banahao. This is really a magnificent stretch of road and the country through which it leads is among the most fertile in the Islands, aside from its scenic beauty. As we ride out of Lucena we leave the large Constabulary barracks behind us on the left. Here General Bandholtz was stationed in the early days of the Constabulary. As the road rises in elevation, the scenery changes in character. A large species of fern is prominently in evidence. Coconut groves line both sides of the road at frequent intervals, but the flora is decidedly more diversified than in the lowlands. The writer made the trip during



Mt. Makiling from Agricultural College, Los Baños



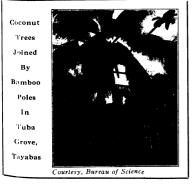
Courtesy, Philippine Chamber of Commerce

A Coconut Grove

the middle of April when the Laguna and Manila lowlands were in the throes of the so-called "hot season." On the Lucena-Lukban road there were fresh evidences of rain, and it rained during the return journey all the way from Lucena to the Tayabas boundary line. It would seem as though this portion of the province in the hills enjoys a more bounteous and more equitable distribution of rain than the lower portions and hence its vegetation is more luxurious and diversified. In the lower reaches, coconuts are practically the only commercial crop. In the hill country, we find, among other crops, rice, corn, hemp and pakol, another species of fiber plant. A richer, deeper green marks the landscape, testifying to the determining influence of water on the agricultural and economic development of a country.

### COCONUT JUICE WITH A KICK

Many of the coconut groves on this portion of the trip are connected up near the top by bamboo limbs, or rather by a parallel row of bamboo poles, one above the other. These are the trees that are being tapped for tuba, or coconut wine. The tuba-gatherer walks on the lower line of poles, balancing himself by holding on to the upper line. Tuba is merely the fermented sap of the coconut tree, obtained by tapping the fruit branch. Over the stem from which the coconuts would ordinarily depend is hung a bamboo tube and tied securely to the stem. The sap slowly drops into this tube. Every evening



the tuba gatherer makes the rounds of his grove and dumps each tubeful into a large bucket. After emptying a tube he defity cuts a thin slice off the end of the stem, thus freeing the flow of sap which might have become coagulated at the end of the stem. He again ties the tube into position and proceeds to the next tree. When his bucket is filled he lowers it to the ground by a rope, where it is caught by his helpers and emptied into a gasoline can. The amount of sap that can be gathered in this way is really astonishing. In the morning the tuba is mildly alcoholic and reminiscent of champagne in taste, but in the evening, the process of fermentation has advanced far enough to convert it into a very palatable sort of cider—with a considerable kick to it. There must be quite a colony of tuba drinkers in southern Luzon judging from the number of tuba groves passed on the road. Probably a large portion of the tuba produced is exported to Manila and other provinces.

### TAYABAS, A MODEL TOWN

The town of Tayabas, which lies between Lucena and Lukban, is the prettiest one through which the road leads all the way from Manila. As in Sariaya, a serious attempt on the part of the inhabitants to beautify their homes and their city is evidenced on every side. The flowers in this town are remarkably reminiscent of our own flowers at home. The Tayabas public square is a model of its kind and would do credit to an American town. In its center is a fine statue of Rizal, and the whole effect, with the trimmed hedges and shrubs, well kept walks and fine trees, is one that would hardly be expected in the Philippines. Then there are a fine-looking Masonic temple and a number of really excellent buildings. The people of Tayabas, Tayabas, are to be congratulated on having the prettiest and best kept town in southern Luzon. Tayabas was formerly the provincial capital.

### AN OLD-FASHIONED PLACE

Lukban is an old and picturesque mountain town. It used to be the center of the hat-making industry in southern Luzon, the Buntal hats, made in Lukban, being noted for their fine texture and strength. This town also boasts of a number of fine, substantial buildings, but the general effect is one of old-fashioned, sturdy picturesqueness rather than one of up-to-dateness and progress. There is a remarkable contrast in this respect between the towns of Lukban

and Tayabas. Both towns, however, have their own electric light plants, operated by water power; and model little plants they are, too, say people conversant with such matters.

One effect noted by many people in Lukban is its Japanese atmosphere. Some of the streets look more like thoroughfares in a Japanese mountain town than Filipino streets. Then, the people also remind some visitors of the Japanese, having that peculiar cast of face and construction of body so characteristic of that race. This resemblance, however, is dubbed as imaginary by others. It may be that the whole allegedly Japanese atmosphere is merely one of scenic or geographical similarity. The country in general certainly does remind one of rural Japan.

As Lukban stands at an elevation of some 2,000 feet, the climate is noticeably cooler than in the



Courtesy, Bureau of Science A Street in Lukban



Photo by N. Lyons

On the Manila South Road

lowlands. The nights are said to be quite cold, and even in the daytime there is an appreciable difference in temperature. Lukban has been boomed by enthusiastic Tayabas citizens as an ideal hot weather resort, but, of course, it can never expect to achieve much distinction along that line until it acquires adequate accommodations for tourists. The same thing may be said of other Philippine towns which have claims to being accepted as summer resorts. Lukban is a picturesque, old-fashioned, self-reliant little town. In this connection it may be stated that nowhere else in the Philippines are there so many of the old-style, native houses, with cabo negro, a fiber from a palm tree, used for thatch instead of the conventional nipa.

The road does not go beyond Lukban, but it is hoped that some day it will be extended to Majayjay and other towns on the foot-hills of Banahao, thus linking up with the Santa Cruz road and enabling the tourist to return to Manila by that route instead of having to double back to Lucena and return via the South Road. We might even look forward to the day when the

road to Lukban will be extended northward until it links up with the Morong road. Then the entire return trip to Manila will be possible over a different route, around the north shore of Laguna de Bay.

Between San Pablo and the Tayabas line, a road branches out to Pagsanjan, where the famous falls are located. A visit to the falls is worth a separate writeup.

The above-described trip to Lukban and return was made by the writer and Captain H. L. Heath in 10 hours of actual riding time, counting stops for taking pictures. We left Manila at 11 a. m., reached Los Baños at 1 p. m., Lucena at 3:15 p. m. and Lukban at 4 p. m. The night was spent in Lucena, which town we left at 7:15 a. m., arriving in Manila at 11:30. By leaving Manila earlier in the morning, the whole round trip may be accomplished in the daylight hours of a single day. The distance one way is 161 kilometers, or almost exactly 100 miles. The road is in good shape all the way, the Tayabas highways being particularly good.

## Vice-Governor Gilmore Makes First Speech at Chamber

On Thursday, March 30, Vice-Governor Eugene A. Gilmore, arrived in the Philippines to assume his duties. On Saturday, April 1, after luncheon, he delivered his first public address in the Islands before the members and invited guests of the American Chamber of Commerce of the Philippine Islands. The new Vice-Governor made an excellent impression upon those present, both because of his genial, democratic personality and the common sense ideas expressed in his speech, which was brief but to the point, recognizing the very important part that business must play in the development of the country. Governor Gilmore's address follows in full:

"After an absence of four years it is, indeed, a great pleasure to return to the Islands and to renew the many delightful acquaintances of my former brief sojourn here. I then experienced much of that hospitality and cordiality which both the Americans and Filipinos can so graciously extend and for which they are so justly noted. Since my return I have had an abundance of evidence that the hospitality which made my first visit such a pleasure has not in any way abated. I have been much gratified with the cordial welcome which has been extended to me.

"On my first visit, while I met a considerable number of those chiefly concerned with the business and commercial interests of the Islands, I did not have as large an opportunity as I should have liked to become acquainted with them. It is especially pleasing, therefore, to be the guest of the American Chamber of Commerce today and to have this opportunity so soon after my arrival to meet the members of the Chamber

and to make the beginning of what I trust will in time come to be a personal and cordial relationship with each one of you. I hope also that there will be opportunity to become acquainted with the members of all the other organizations interested in promoting the business and commercial interests of the Islands.

#### ALL DEPENDS UPON BUSINESS

"While my first visit had to do, in a very limited way, with education, and while I am greatly interested in education and will have much to do with it while here, I realize very fully that the possibility, success and efficiency of the educational system, as of everything else, is vitally dependent upon sound financial and business conditions; that unless there is a stable economic and industrial system resting on a basis composed of the material prosperity and efficiency of the great majority of the individuals of the community there is little of value and permanence that can be attained. Without in any way subscribing to a program of mere materialism and without losing sight of spiritual and intellectual values, I feel very confident that the success, permanency and usefulness of any community will always be profoundly influenced by the material prosperity of each of the individuals composing it, and that forms and institutions of government exist not to create but, in a large measure, to aid in ministering to and promoting material prosperity. While a government can do much to encourage the commercial and material development of the community, to create favorable conditions for such development, and to guarantee that the

field for individual effort and enterprise is kept open and free, it cannot supply individual initiative, enterprise and industry. These are personal characteristics, and in proportion as they are present and are realized by the individuals composing the community to that extent, and to that extent only, can there be substantial and enduring prosperity.

#### PLEDGES HELP IN REHABILITATION

"Government is largely a means to an end and not an end in itself. Too much reliance is often placed upon mere government to accomplish what can only come from individual endeavor. The great majority of the community should have their major and substantial interests a part from government and should have an independent economic basis outside of government.

"I am always glad to meet the members of an organization such as this Chamber composed of virile aggressive men who, by individual initiative and enterprise, have made for themselves an economic place under the sun. I have great confidence, therefore, that this organization as well as all other organizations of its kind and purpose will be able, through cooperation and united effort, to bring about the much-needed business restoration, and that under your leadership, the commercial interests of the Islands will achieve a large and substantial measure of development and success. In this great work I will, so far as lies within my power, pledge the cooperation and help of all the educational facilities of the Islands.

"Speaking of education: next to the establishment and maintenance of a government of law and order in which personal and property rights are secure from domestic violence or foreign menace, I have always felt that the greates contribution which the Americans have, up to this time, made to the people of the Philippines has been in the field of education and public health. In saying this I do not forget the great work done in finance, internal improvements, communications, and in economic, and industrial development. It is with respect to these latter matters that there is now the greatest need for further development and with respect to which the Americans can, if permitted, make even greater contributions. It is especially clear that the rehabilitation of the Insular finances, the restoration of business prosperity and the economic and industrial development of the Islands are paramount needs; that in these rehabilitation, restoration and development, the Americans can and should take a large part, along with the Filipinos; and that this extensive mutual participation should be actively sought and encouraged, not only by the Insular Government but by the Government in Washington. Such participation should result in the great advantage of all concerned and need, in no way, imperil any feasible and legitimate national aspirations of the Filipino people. I was much impressed with the significant statement attributed to General Aguinaldo in a speech delivered by him some months ago, that the United States can be safely trusted and called a friend and comrade of small nations.

"The Governor-General, in an address before the American and Chinese Chambers of Commerce in February, and on other occasions, has indicated what the Insular Government is endeavoring to accomplish in the restoration and development of the Islands. In this program and in the activities of all the government agencies one can see a consistent purpose to promote a sound and efficient government in which the individual will have the fullest opportunity for his own growth and prosperity, and in which all the commercial, industrial and agricultural interests will have an adequate opportunity for the widest and most ample development. In this program, both Filipinos and Americans, are needed and the utmost goodwill and confidence should prevail.

"The problem is a complicated one—involving mutual obligations, mutual rights, and mutual interests. I am sure that the attainment of what we all, both Americans and Filipinos, most desire will only be secured in a frank, sincere and cordial cooperation. To secure this cooperation and to attain a happy solution will be my constant purpose."

## WOOD GIVES VIEWS ON INVESTMENT IN P. I.

Expressing his firm belief that conditions in the Philippines are not such as to "in any way discourage the investment of capital or prevent the successful building up of legitimate business, either on commercial or agricultural lines," Governor General Wood has written a long letter to the President of the American Chamber of the Philippines relative to the decision of the United States Rubber Plantations, Inc., of Singapore, not to invest in rubber development in the Philippines.

In 1919, David M. Figart, representing the United States Rubber Plantations, Inc., which is the producing end of the United States Rubber Company, came to the Islands and made an investigation of conditions with a view to opening up extensive rubber plantations in the southern Philippines. He recommended against the step. His reasons were set forth in the following communication to Henry W. Elser, of Manila: The United States Rubber Company has for many years been interested in the possi-

bility of rubber development in the southern part of the Philippine Islands, but after very careful investigation extended over a long period, we were obliged to recommend that all idea of investment there in rubber be

dropped.

You will remember that I took occasion when passing through Manila in 1919 to conwhen passing through Manha in 1976 Con-sult a number of prominent men among whom were Father Algué, Governor Car-penter, the Director of Labor, and the Chief of the Plant Division, Burcau of Agri-culture. In addition, other representatives of the company have had conferences with Governor Forbes, Mr. Rafferty, Mr. Cameron, Mr. Barret, Dr. Baker at Los Baños, and many other Philippine Islands residents who could be of assistance in the way of advice.

are four chief reasons which There

prompted our recommendation:

Typhoons:-Father Algué, after most careful questioning, could not assure us that any portion of the Philippine Islands was free from danger of typhoons. This typhoon is not met with in Malay, Netherlands India and other producing countries.

(2) Labor:—From what we could learn on this subject, we judged that labor conditions were very unsatisfactory from the standpoint of supply, wages and legislation. We could not find that they compared favorably with conditions in other rubber growing

countries.

(3) Land Laws:-Though the provisions of the present land laws prohibited the acquisition by a corporation of a large holding, we understand that there are ways for obtaining control over a considerable area. This, however, is not altogether satisfactory, for though not a technical violation of the present laws, it might furnish material for luture investigations by law-making bodies, which a corporation would find very embarrassing.

(4) Taxation:—According to our latest advice there was no taxation which would rule out the Philippines in comparison with other rubber growing countries. We fear, however, that this might not always be the case, especially if the various promises made with regard to independence were carried out. The policy of Great Britain and Hol-land, on the other hand, with regard to their colonial possessions and dependencies is more likely to be stable, and with the cosmopolitan character of investments in these colonies, it is not likely that American capital will experience discriminating taxation.

My personal view is that the situation in world politics at the present time does not

Warrant any corporation assuming the additional burdens which would be involved in investing in rubber in the Philippine Islands

in exchange for any possible benefit which might be derived.

ELSER SUBMITS LETTERS

Mr. Elser, on February 7, 1922, sent the fol-lowing letter to the President of the American Chamber of Commerce of the Philippine Islands: I enclose herewith copy of a letter from

Mr. Figart which is self-explanatory.

Isn't there something that could be done by the American Chamber of Commerce that would so change matters that a repeti-tion of such a business catastrophe does not again happen?

Just imagine what benefits would arise if the U. S. Rubber Plantations Inc., or any one of a half dozen similar companies, could be induced (instead of discouraged) to start up here on the scale they have in other

countries.

Isn't there something radically wrong when American capital has to go into British colonies to raise those things which we are just as well prepared to raise here?

As to the objection on account of typhoons I should like to know from Father Algué just how many typhoons have occurred in Cotabato and Davao districts in the past ten years and from the other proper government offices just the extent of damage done on any such occasion to rubber plantations.

There is a large rubber plantation at Cotabato owned (or at last reports it was) by British capitalists. I have never heard of its suffering any loss from typhoons. Has it? The Labor, Land Laws and Taxation

problems should be, and it certainly ought to be, one of the first aims of the American Chamber of Commerce to see that they are, changed in such a manner that American Capital will be welcomed in the Philippine Islands instead of driven away.

Wood's Reply

President Cotterman read the correspondence at a meeting of the Board of Directors on Feb-ruary 15. Inasmuch as the Board had already expressed itself in regard to investments in the Islands, the correspondence was referred to Governor General Wood for comment. The General replied to Mr. Cotterman as follows:

> OFFICE OF THE GOVERNOR-GENERAL OF THE PHILIPPINE ISLANDS
>
> Manila, March 1, 1922.

I have the honor to acknowledge receipt of your letter of February 16 inclosing a letter from H. W. Elser transmitting a copy of one received by him from Mr. David M. Figart of the United States Rubber Plantations, Inc., of Singapore, Straits Settle-

The second paragraph of Mr. Elser's letter states:

Isn't there something that could be done by the American Chamber of Commerce that would so change matters that a repetition of such a business catastrophe does not again happen?

This apparently refers to the statements of Mr. Figart concerning the United States Rubber Plantations, Inc., of Singapore, Straits Settlements.

I am sure all business men in the Islands regret extremely that more American

capital has not come to the Islands. There are various reasons most of which are are verious reasons most of which are apparent to the members of the Chamber of Commerce. Most of the reasons given by Mr. Figart, however, I believe, are not sound, for instance the remark as to—

(1) Typhons:—Of course, Father Algué

could not guarantee that any portion of the Philippine Islands is free from danger of typhoons. The same might be said of the typhoons. The same might be said of the State of Illinois or Indiana, where severe typhoons caused great damage a year or two ago; but it is well known that the Southern Islands, especially all that portion south of the most northern portions of Mindanao, are practically free from typhoons.

(2) Labor:—This is a real and a difficult

problem for various reasons—one of the most difficult we have to meet; difficult, principally because a large portion of the population in the Southern Islands consists of hill tribes who are not used to systematic and regular labor. Their wants are few, and they are loath to leave the hills and come down and take up systematic hard work. This has been overcome very largely, however, in the province of Davan and, I think, has been successfully met in the island of Basilan, where there is a large rubber plantation. Of course, under a government such as we have established in the Philippines we cannot expect to compete, except through organization and skillful handling of our labor, with countries where indentured coolie labor is abundant. The use of indentured coolie labor is contrary to all our traditions and instincts as a people and is not in harmony with the maintenance of a representative form of generators. ative form of government with a sound citizenry imbued with a spirit of service.

(3) Land Laws:—The condition of land laws is not, in my opinion, such as to serious-

ly embarrass any corporation or company which intends to enter into business in good faith and play the game under existing con-

As to foreign capital, there has been a remarkable change of sentiment recently concerning foreign or outside capital, and I do not believe that there need be the least apprehension concerning the uncertainties of the future so far as adverse legislation is concerned. With the development of the government, it is more and more apparent to all concerned that revenues must be increased and these can only be increased by the development of the land, fisheries, mines,

and business of the Islands.

(4) Taxation:—The statement here seems to be somewhat on the line of the typhoon

statement:

According to our latest advice there was no taxation which would rule out the Philippines in comparison with other rubber growing countries. We fear, however, that this might not always be the case, especially if the various promises made with regard to independence were carried out.

Of course, no definite guarantee covering future action can be made. I do not believe there is any ground for undue appre-

hension.

In brief the situation is one in which we must all cooperate to the best of our ability in building up conditions which will aid in placing business in the Islands upon a sound footing. There are many things which we cannot change but I do not believe that the condition is at present such as to in any way discourage the investment of capital or prevent the successful building up of legitimate business either on commercial or agricultural lines. Much has been attempted to better conditions by the present legislature and much remains to be I believe that if conditions are presented to the legislature in clear and concise form we shall secure the necessary measure of relief. The trouble is that it is difficult to take action on general statements, whereas it is easy at least to attempt action on concise well defined statements of facts. I shall always be glad to receive any concrete recommendations you may submit and will do my best to correct conditions needing correction.

Very respectfully,

(Sgd.) LEONARD WOOD, Governor General.

## Coastwise Extension Part of Harding's Ship Program

The United States coastwise laws will be extended to the Philippines as soon as the "proper facilities" are available, declared President Harding in his recent address to Congress on the proposed governmental program of aid to American shipping.

In the course of this address, the President outlined a plan by which ten per cent of all import duties would be used to establish a subsidy fund for American vessels, such vessels to benefit in proportion to their speed. This proposition he submitted in lieu of a proposed duty discrimination in favor of imports carried American bottoms. President Harding's

address follows in full:

Members of Congress:-When addressing the Congress last December I reported to you the failure of the Executive to carry out the intent of certain features of the Merchant Marine act of 1920, notably the provision for the notice of cancellation of all commercial treaties which hindered our grant of discriminating duties on imports brought to our shores in American ships. There was no doubt about the high purpose of Congress to apply this proved practice to the upbuilding of our merchant marine. It had proved most effective in the earlier days of American shipping; it had, at various times, demonstrated its effectiveness in the upbuild-

ing of commercial shipping for other nations, "The success of the earlier practice for this Republic came at a time when we had few treaties, when our commerce was little developed. Its supersedure by reciprocity in shipping regulations and the adoption of other methods of upbuilding merchant marines through various forms of Government aid, and the century of negotiation of commercial treaties, all combine to develop a situation which should lead to endless embarrassment if we denounced our treaties. We should not only be quite alone in supporting a policy long since superseded through the growing intimacy of international relationships, but we should invite the disturbance of those cordial commercial relations which are the first requi-

site to the expansion of our commerce abroad.
"Contemplating the readiness of Congress to grant a decreased duty on imports brought to our shores in American bottoms, and facing the embarrassments incident to readjustment of all treaty arrangements, it seemed desirable to find a way of applying suitable aid to our shipping, which the Congress clearly intended, and at the same time avoid the embarrassment of

our trade relationships abroad.

AID TO COME FROM IMPORT DUTIES

"The recommendation of today is based wholly on this commendable intent of Congress. proposed aid of the Government to its merchant marine is to have its chief source in the duties collected on imports. Instead of applying the discriminating duty to the specific cargo, and thus encouraging only the inbound shipment, I propose that we shall collect all import duties, without discrimination as between American and foreign bottoms, and apply the heretofore proposed reduction to create a fund for the Government's aid to our merchant marine. such a program we shall encourage not alone the carrying of inbound cargoes subject to our tariffs, but we shall strengthen American ships in the carrying of that greater inbound tonnage on which no duties are levied, and, more important than these, we shall equip our merchant marine to serve our outbound commerce, which is the measure of our eminence in foreign trade.

"It is interesting to note, in connection with the heretofore proposed plan of discriminating tariffs on imports carried to our shores in American bottoms, that the total value of all dutiable imports for 1920, in all vessels, was \$1,985,865,000, while cargoes admitted free of duty on which no discrimination was possible were valued at \$3,115,958,000. The actual tonnage comparison is even more significant from the viewpoint of cargo carrying, because the dutiable

HARDING ON THE COASTWISE

LAW EXTENSION

"We may further extend our longestablished protection to our coastwise trade, which is quite in harmony with the policy of most maritime powers. is authority now to include the Philippines in our coastwise trade, and we need only the establishment of proper facilities to justify the inclusion of our commerce with the Islands in our coastwise provisions. The freedom of our Continental markets is well worth such a favoring policy to American ships whenever the facilities are suited to meet all requirements."

cargoes measured, in round numbers, 10,000,000 tons and the non-dutiable cargoes were 25,-000,000 tons. The larger employment by two

and a half times, was in non-dutiable shipments.
"Continued trade must be reciprocal. We can not long maintain sales where we do not buy In the promotion of these exchanges we should have as much concern for the promotion of sales as for the facilitation of our purchases. There is not a record in all history of long maintained eminence in export trade, except as the exporting nations developed their own carrying capa-

"No story of national development is more fascinating or so full of romance as that of developing capacity for the exchanges of com-merce. Expanding civilization may be traced over the avenues of exchanging cargoes. No matter how materialistic it may sound, nations have developed for themselves and have influenced the world almost precisely as they have promoted their commerce. We need not refer to the armed conflicts which have been incident When commerce has been destroyed, thereto. fading glories have attended.

"It will avail nothing to attempt even the briefest résumé of our own efforts to re-establish that American importance in commerce-carry-ing on the high seas which was recorded in the earlier days of the Republic. The aspiration is nation-wide. The conflict between two schools of political thought heretofore has defeated all efforts to employ the governmental aid which other nations found advantageous while we held aloof, and the terms 'subsidy' and 'subvention' were made more or less hateful to the American public. But the nation-wide desire to restore our merchant marine has outlived all defeats and every costly failure.

WAR'S CALL FOR SHIPS

"Eight years ago the aspiration found expression in a movement to have the Government sponsor an enterprise in which individual genius seemingly had failed. It would be difficult correctly to appraise the policy, because the World War put an end to all normal activities. Before we were involved our shipyards were suddenly turned to feverish and costly activities by the call of the allied powers for shipping, without which enterprise they could not hope to survive. American energies were applied to construction for others, as we had never dreamed of doing for ourselves.

When we were later engaged we trobled and quadrupled the output for our account. Allied resources were called upon to build to meet the destruction by submarine warfare, and ships were so essential that material for them was given priority over arms and munitions. There was the call for ships, and ships, and yet more ships, and we enlarged old yards and established new ones without counting the cost. We builded madly, extravagantly, impractically, and yet miraculously, but we met a pressing need and performed a great service.

"A people indifferent to the vital necessity of a merchant marine to the national defense, ungrudgingly expended five times the cost of normal construction and appropriated billions where millions had been denied before. acquired vast tonnage. Some of it, much of it, is suited to the peace service of expanded com-merce. Some of it, much of it, may be charged to the errors and extravagances of wartime anxiety and haste. The war program, and that completion of contracts which followed because such a course seemed best to those then charged with responsibility, gave us something more than 12,000,000 gross tonnage, not counting the folly of the wood construction at a total outlay of approximately \$3,500,000,000.

"We thus possessed the vehicles of a great merchant marine. Not all of it was practical for use in the trans-oceanic trades; little of it was built for the speed which gives the coveted class to outstanding service. But here was vast tonnage for cargo service; and the Government. in the exceptional call of commerce which immediately followed the war, sought the establishment of shipping lines in every direction calculated to enhance our foreign trade and further

cement our friendly relations.

"The movement lacked in most cases that inherent essential to success which is found in individual initiative. It was rather a Government experiment, where lines were established in high hope and little assurance because the public treasury was to bear the burden. There was the mere suggestion of private enterprise, inasmuch as allocations and charters were made under which private management was to share in profits and private interests were paid to make the experiment, though the Government

was to bear all the losses.

Tells of Costly "Misadventure"

"I forbear the detailed recital. The misadventure was so unfortunate that when the present Administration came into responsibility the losses were approximately \$16,000,000 a month, and to the cost of failure was added the humiliation of ships libeled in foreign ports.

In spite of all the later losses in operation, however, it is quite beyond question that our abundance of American tonnage was mainly responsible for our ability to share in the good fortunes of world trade during the two years immediately following the war. In all probaimmediately following the war. In all probability the losses we have sustained in our shipping activities were fully compensated to the American people in the saving of ocean freights in that period.

"Today we are possessed of vast tonnage, large and very costly experience, and the conviction of failure. It is fair to say that a mistaken policy was made more difficult by the unparalleled slump in shipping which came late in 1920 and prevailed throughout the year so recently closed. It was the inevitable reflex of the readjustments which follow a great war, and there were heavy losses in operations which had to be met by long established and here-tofore successful shipping lines, and ships built at top war costs took the slump in prices below the normal levels of peace.

"But we have our ships, the second largest tonnage in the world, and we have the aspiration, aye, let me say, the determination, to establish a merchant marine commensurate with our

commercial importance.

'Our problem is to turn the ships and our experience and aspirations into the effective development of an ocean-going shipping service, without which there can be no assurance of maintained commercial eminence, without which any future conflict at arms will send us building again, wildly and extravagantly, when the proper concern for this necessary agency of commerce in peace will be our guaranty of defense in case that peace is disturbed.

(Continued on page 43)

## Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. PERKINS,

General Counsel of the Chamber.

Foreword:—The Supreme Court of the Philippine Islands, composed of nine members, is the Court of last resort for nearly all cases arising in the Islands. A very few are appealed to Washington, from time to time, such cases generally depending upon the construction of some clause of the Constitution of some Treaty or Act of Congress. The Supreme Court sits in Manila both en banc and in divisions. There are two divisions, one composed of four justices and the other, of five. Many of the cases disposed of by the Court are handled in division and such decisions are not ordinarily published. It is only when it sits as a body, en banc, that the decisions are published in the Cfficial Gazette, and become precedents for future guidance. Such decisions, as reported from time to time in the Cfficial Gazette, will be noticed in these columns when considered to be of interest to the American business community or when relating, in general, to the commerce and industry of the Islands, by quoting from the syllabus of the case.

—E. A. P.

#### LAW OF WATERS

Easements and Servitudes; Buttress for Dam upon Public Waters; Administrative Authority of prizedor of Lands; Constitutional Law.—Assuming that the Director of Lands, as Chief of the Bureau of Lands, is the proper administrative authority to make an order declaring an easement of buttress with respect to land lying adjacent to public waters, as contemplated in article 143 of the Law of Waters, nevertheless the exercise of this power must proceed along the lines of a judicial investigation, at least to the extent that the interested parties shall have an opportunity to be heard and that record may be made of the proof upon which the action taken by the Director of Lands is based. Otherwise the decreeing of the servitude is obnoxious to the constitutional provision which forbids the taking of private property without due

Macario Solis, Florentino Joya, Julian Mon-lano, and Gregorio Trias vs. Benedicta Pujeda, Valentin Giongco and Roman Arañas. XX Off. Gaz. 709, March 28, 1922.

UNFAIR COMPETITION

Unfair Competition in Business; Gist of Action for Injunction; Division of Trade.-The gist of the action to restrain unlawful competigst of the action to restrain unlawful competi-tion is the diversion of trade, but in order to be actionable, the reprobated diversion must be accomplished by means or methods which, ac-cording to accepted legal canons, are unfair. 2. Contract; Unlawful Interference with Con-tract Relation.—The doctrine by which a third person may be enjoined from interfering with

a contract relation existing between others, cannot be extended to a case where such third person has at no time entered into any relation whatever, contractual or otherwise, with any party to the contract.

Unfair Competition; Unlawful Interference with Contract Relation; Sale of Goods Bought in Foreign Country.—The house of L. Lacroix Fils, the manufacturer in France of a certain brand of cigarette paper, conferred upon the American Tobacco Company the exclusive right to handle its paper in the Philippine Islands; and the American Tobacco Company in turn conferred this right upon the plaintiff. While this arrange-ment between the plaintiff and the manufacturer in France continued in existence, the defendant bought a quantity of cigarette paper of the same manufacture from a dealer in France and, having imported it into the Philippine Islands, sold the same to its customers in the context that the time of purchasing this in this country. At the time of purchasing this paper the defendant was aware that the plainpaper the detendant was aware that the plaintiff held the exclusive right—as between the plaintiff and the manufacturer—to handle this brand of cigarette paper in these Islands, but the dealer in France from whom the plaintiff bought was under no restriction, imposed by the manufacturer, with respect to the sale of such paper for exportation; and the defendant had at no time had any relations, contractual or otherwise, with either the plaintiff or the original manufacturer in France. *Held*, That in selling the paper so acquired the defendant was not guilty of the contraction of the contr of unfair competition in business and that an action could not be maintained to enjoin him.

Walter E. Olsen & Co., Inc., vs. Leon J. Lambert. XX Off. Gaz. 731, March 30, 1922.

FOREIGN COMMERCE

1. Constitutional Law; What Acts of the Philippine Legislature Need be Approved by the

President of the United States .- The only acts of President of the United States.—The only acts of the Philippine Legislature which, under the Jones Law, appear to require the approval of the President of the United States are: (1) Those having reference to "lands of the public domain, timber, and mining;" (2) tariff acts or acts amendatory to the tariff of the Philippine Islands;" (3) acts affecting immigration; and (4) acts affecting the currency or coinage laws of the Philippine Islands. (Secs. 9 and 10,

Jones Law.)

2. Id.; Id.—Act No. 2869 of the Philippine Legislature, which authorized the Governor-General to prohibit, with the consent of the Council of State, by proclamation, the exportation of rice or palay, except to the United States, whenever in his judgment the public interest

may require it, does not belong to any of the four classes of Acts above enumerated.

3. Id.: Foreign Commerce: Power of Philippine Legislature to Regulate Same.—Held: Following the decision in the case of U. S. vs. Bull (15 Phil., 7, 30), the Philippine Legislature has the power to regulate commerce between foreign nations and the ports of the Philippine Islands.

Kuan Low & Co. vs. Vicente Aldanese. XX Off. Gaz. 755, April 1, 1922.

#### CONTRACTS; LIABILITY OF GUARANTOR

1. Contracts; Sale; Liability of Independent Guarantor of Purchase Price; Change in Specification of Order.—A bank which makes itself independently responsible to an importing establishment for the purchase price of machinery to be imported upon an order already given by to be imported upon an order already given by a third person is not released from its obligation by the circumstance that the person giving the order thereafter causes a change to be made in the specifications for the machinery, it appearing that such change is not incompatible with the bank's obligation.

2. Suretyship and Guaranty; Guaranty of Future Debt; Liquidation of Debt.—A debt for the price of goods to be delivered in the future must be considered liquidated within the meaning of article 1825 of the Civil Code for the purposes of maintaining an action against a guarantor of such debt when the price of the goods to be delivered is fixed by the contract and the seller offers to deliver within the time stipulated and according to the terms of the

Smith, Bell & Company, Ltd., vs. The Philippine National Bank. XX Off. Gaz. p. 781, April 4, 1922.

#### ARBITRATION

1. Arbitration After Action.—The plaintiff, having agreed to arbitration after his action was commenced and having submitted his proofs to the arbitrator, in the absence of fraud or mistake, is estopped and bound by the award.

2. Effect of Voluntary Submission.—Where a

plaintiff commenced an action to recover upon an insurance policy and then voluntarily submits the amount of his loss to arbitration, under the terms and provisions of the policy, he cannot ignore or nullify the award, and treat it as void

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upon the ground that he is not satisfied with the

Chan Linte vs. Law Union and Rock Insurance Co., Ltd. XX Off. Gaz. p. 926, April 20, 1922.

#### VICE GOVERNOR EUGENE A. GILMORE

Our front cover this month bears the portrait of the new Vice Governor and Secretary of Public Instruction of the Philippine Islands, Eugene A. Gilmore, who arrived in the Philippines the beginning of last month. Governor Gilmore bears a national reputation as a jurist and has been professor of law at the University of Wisconsin Law School for many years, from 1902 until his recent appointment to the Philippine vice-governorship to be exact. Nor is Mr. Gilmore a newcomer to the Philippines. During January, February, and March, 1918, he came to the University of the Philippines as non-resident lecturer in law in the College of Law of that institution. During that period he made an extensive tour of the Islands.

Eugene Allen Gilmore was born in Brownville, Nebraska, on July 4, 1871. He received his A. B. degree at De Pauw University in 1893, then studied law at Harvard University, grad-uating with the degree of Ll. B. from that institution in 1899. He has been admitted to the practice of law in the states of Massachusetts, Indiana and Wisconsin. From 1899 to 1902 he practiced the profession in Boston and Indianapolis, being called to the chair of law at the University of Wisconsin in the latter year. From 1912 to 1913 he was acting Dean of that

Governor Gilmore has been professor of law under special appointment at various institu-tions besides the University of the Philippines, among them being the School of Jurisprudence of the University of California, the University of Chicago Law School, and the Columbia Uni-versity Law School.

For many years he was representative of the state of Wisconsin in the National Conference of Commissioners on Uniform State Laws and has also been General Secretary of the Con-ference. He is also a former president and secretary of the Association of American Law

Governor Gilmore has been a prolific writer on legal subjects, his outstanding specialty being the law of partnership, on which he wrote a treatise. He bears a reputation second to none as an authoritative writer on legal topics in the United States. He is the editor of Cases on Partnership and the fifteen-volume edition of Modern American Law.

The new Vice Governor and Secretary of Public Instruction brings to bear on his new post a broad and extended experience in matters that are intimately bound up with the work ahead of him. His experience as an educator will prove of particular value in this regard. His address before the members of the American Chamber of Commerce, which is given in full on another page, proved him to be a friend of the business man and a man not unmindful of the important part business plays in successful government.

## Declares U. S. Never Intended to Quit Islands

One of the most interesting noonday sessions of the month was that of Wednesday, April 26, at which Walter Robb of the Manila Daily Bulletin was the principal speaker. His topic was "Some Sidelights on the Preamble to the Jones Bill," which he developed by means of copious quotations from the Congressional Record and other authentic documents. Following Mr. Robb, President Cotterman introduced ex-State Senator Mulkey of Oregon, Captain H. L. Heath, ex-Senator Fairchild, and Frank W. Carpenter, all of whom made brief addresses.

Mr. Robb declared that it had never been demonstrated that it was the intention of the people of the United States to alienate the public domain, in which, he said, the Philippines are included. McKinley, he stated, had never promised absolute independence although he had laid down the principle that we had a duty to perform to the Filipinos. The American people, he said, have always stood for liberty and the protection and shelter of the weak. That is an inhernt feature of the American national character, he maintained. The object of his talk was to demonstrate that American opinion right along has been opposed to alienation of the Philippines from the public domain of the United States. He declared that American history shows only one example of such giving up of territory and that was in the case of the northern boundary some 70 years ago, in the days of "54-40 or fight," when the concession made, as compared with the whole territory involved, was very small.

#### SOUNDING PUBLIC OPINION

After the vote on the Clark amendment in 1916, Senator Borah had made it his business to sound public opinion on the Philippine question. He gathered some 500 newspaper clippings, and the result was, in his own words, that "regardless of party or party affiliations upon the part of the press, it was almost wholly in favor of keeping the Philippine Islands permanently." Senator Borah continued:

"What I rise to do now is to impress upon the

"What I rise to do now is to impress upon the Filipino people the lesson which I gathered, and that they should adjust themselves to the fact that they are a part of the United States and are to remain so permanently. . . I think it unwise to hold out a hope to them which it seems wholly impossible they shall ever realize.

"It seems to me as I read the public opinion of this country as it was drawn forth and expressed by reason of the action upon the part of the Senate (favoring the Clark amendment), that we may conclude, and the people of the Philippines should conclude, that this question has been practically settled for all time to come."

#### SOME SENATORIAL OPINION

Mr. Robb quoted further from Senator Borah's remarks, showing that the Senator considered the preamble to the Jones Bill as nothing more than "a declaration in favor of the training of the Filipino to government, which training ought to be had even should they remain permanently as a part of our people."

During the debate over the Jones Bill preamble, Mr. Robb pointed out, several Senators insisted that the American people were opposed to separation of the Islands from the United States. Thus Senator Works was reported as

having said:
"The Senator inquired what the preamble means. I suggest that it means, for one thing, that we are deceiving the Filipino people by holding out to them the hope that they will some time be given independence, when this Government has no such intention."

The speaker then referred to the statement of Senator John Sharp Williams, who declared that it was "unforgivably true, unpardonably true and pathetically true" that the Democratic party which for 16 years had promised independence to the Filipino people was at that moment, with control of both houses of Congress, unable to let

them go. He also pointed out that in the presidential campaign of 1900, when "imperialism" was the outstanding issue, the independence advocates were overwhelmingly defeated. Succeeding Democratic platforms advocated independence but when the Democrats came into power in 1912 they did nothing; and, again, in 1916, Mr. Robb himself had heard Secretary of War Baker declare that the time had not yet arrived to sever the "tenuous tie" that bound the Philippines to the United States.

Philippines to the United States.

Going back to the post-Spanish war days when the Senate debated the Treaty of Paris with Spain, February 6, 1899, Mr. Robb recalled that the Senate turned down the Vest amendment enabling the Filipinos "to establish a free government," etc., and also the Bacon amendment disclaiming "any disposition or intention to exercise permanent sovereignty."

Mr. Robb quoted at length from other sections of the Record to prove that the people of the United States have always assumed that the Philippines would remain American territory. Reviewing the Senate vote on the Clark amendment, he showed that out of the 37 Senators who voted for the amendment, 23 are no longer in the Senate, while of the 22 who voted for it nearly all still continue in the Senate, thus, by inference, demonstrating that the "popular" Senators, or those who more accurately represent the voice of the people, are opposed to absolute independence.

#### CARPENTER'S FIRST SPEECH

Senator Mulkey made a graceful, extemporaneous speech, declaring himself as greatly impressed with what he had seen of the Islands, but refusing to come to definite conclusions until he had studied the country and the people more closely. He expressed his intention of coming back again.

Captain H. L. Heath, ex-president of the Chamber, also spoke briefly and eloquently, asking Senator Mulkey to keep in mind the American community of the Philippines. He drew an analogy between the pioneer labors of the early Oregon settlers and the Philippine pioneers, pointing out that as a matter of fact the Americans in the Philippines have had many more difficulties to contend with than had the early Oregonians.

President Cotterman then called upon ex-Senator George H. Fairchild to make a few remarks. Senator Fairchild spoke about the Independence Mission and its effect upon American capital, voicing the opinion that the present is a most inopportune time for the Mission to depart for the United States and spread its propaganda, inasmuch as the Philippine government is trying to raise \$\frac{P}{2}0,000,000\$ on bond issues to rehabilitate Philippine finances and the independence propaganda might make it difficult to float the bonds, thus doing the government serious harm and working against independence in the ultimate analysis.

On the request of Captain Heath, Mr. Cotterman then called upon Frank W. Carpenter, former Executive Secretary and Governor of Mindanao and Sulu, to say a few words. The audience joined in the clamor and for the first time in his 23 years' residence in the Islands, Mr. Carpenter formally addressed an audience in Manila. Governor Carpenter, considering the situation entirely from the standpoint of the best interests of the United States, stated that the commonly accepted idea of Manila being a potentially strong and profitable trading center for American Far Eastern business was erroneous, mainly because of its great distance from the great Far Eastern markets on the Asiatic

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continent. He also declared that military opinion was divided as to the strategic value of the Islands and he thought it safest not to jump at a conclusion in that regard. His idea was that America might more profitably expand on her own continent, concluding with the hope that he and Captain Heath would some day be ranging cattle in Soñora, Mexico.

#### CLAIMS SPRUE IS CAUSED BY CHILLS DURING NIGHT

During the course of a discussion which took place at the Mackay Conference of the Australian Sugar Producers' Association, in which the question of the health of residents in the tropics came under notice, Dr. Knowles, one of the delegates from Babinda, gave some information concerning sprue, which should be of general interest, says the Australian Sugar Journal. He expressed the conviction, based on some years of experience in the Cairns district, that sprue is not a disease of bacterial origin, as supposed by some, but is due to purely physical causes.

After the heavy perspirations of the day and early part of the night, which is a condition of our humid coastal climate, a chill is often occasioned by the sudden drop in temperature in the early morning, especially in the neighborhood of high mountains, the cold air dropping to the coastal line during the night. This, he says, gives rise to a form of catarrh of the stomach; and if repeatedly incurred, it is liable to produce damage and eventual destruction of the glands, which by a gradual process leads to a condition beyond the possibility of treatment.

In support of this view, Dr. Knowles mentioned that he had obtained a satisfactory and permanent cure from the observance of the precautions suggested by his theory, such as the careful covering of the abdominal regions during the night; and it was well-known that the natives of India, though sleeping with both head and feet exposed, never fail to keep the lower portion of the body well protected. The advice he had given in this connection had been passed from one to another, and he believed that in every case where it was properly followed, good results had been obtained.

Obviously the hint thus given is valuable for preventive as well as for curative purposes, and should be more widely known.

#### MUST FULFILL AD CONTRACT

When advertisers fail to comply with terms of their contracts with a newspaper for special rates, the publishers may collect on the basis of the regular rates for services performed, the Ohio Supreme Court holds in reversing the Cuyahoga Appellate Court in a suit brought by the Cleveland Company, publishers of the Cleveland News, against the Standard Amusement Company.

The publishers gave a special rate to the amusement company on a contract guaranteeing a certain amount of advertising for the year, the advertisements subject to approval by the editorial department. When an advertisement considered objectionable was rejected, the amusement concern stopped advertising.

The company sued for the difference between the special rate for advertisements and the regular price. The court returned judgment for the paper, was reversed by the appellate court, which now is reversed by the supreme

## Capt. Heath Makes Strong Plea for Coastwise Law Extension

(From the Manila Daily Bulletin, April 16, 1922)

There are fundamentals involved in keeping the United States merchant marine on the Pacific and extending the coastwise trading clause of the Jones Marine Act to the Philippines clause of the Jones Marine Act to the Philippines that do not appear on the surface, according to Captain H. L. Heath, a director and the first president of the American Chamber of Commerce, which has just reiterated its stand in favor of extending the coastwise shipping regulations to the Philippines so that cargo passing between the United States and the Islands will be considered in America, which

all be carried in American ships.
"The future of America is bound up with the transportation problem, particularly ocean transportation," said Captain Heath. "We are manufacturing more than we consume; we are using products from abroad that cannot be produced in the United States or are not produced there in sufficient quantities. Therefore we must have our own ships, to take our goods to foreign markets and to bring back what we require from

foreign sources.

"It cannot be argued that, in the long run, other nations can perform this service for us at less cost than our own ships do. Our old merchant marine service was long ago obliterated, that which was built from its ashes during the war is new, with a lot of new men in it. It is not as efficient, perhaps, as it ought to be. But it is more efficient today than it was last year: it is growing better able to render good service all the time. It is a new enterprise, its success depends upon the support it gets, as the President of the United States has said. Patriotism enjoins such support upon every American—and not only the American shipper in the Philippines of a foreign port, but the farmer in Iowa and the manufacturer in the Atlantic states.

"There has not been such a question before the American people since they faced the problem of opening the west to settlement—and solved it with the Union Pacific railway completed in 1863, in which Abraham Lincoln drove

the golden spike uniting the east and west lines.
"The thing is fundamental to our national life: either we support our ships and keep them on the sea, or we dig our national grave in refus-

on the sea, or we dig our national grave in refusing to do so.

"I will not go into this at length; it is only
necessary to mention it to bring many examples
to everyone's mind. History's pages are full
of the disastrous records of nations that grew
away from the sea. Persia and Israel are ancient
examples. Greece perished when she stopped
building ships, and Rome, that conquered Greece
with her mighty triremes, fell under the heel of
the conqueror in turn when she turned her nationall gaze inland, away from the Mediterragean al gaze inland, away from the Mediterranean-

when she grew away from the sea.

"Phillip of Spain was dismayed when Elizabeth's captains and a storm in the Biscay defeated the vaunted Armada. With more courage he might have set axes to work in the Pyrenees and hewed out new keels and felled new masts for another fleet, a fleet of commerce, not of war, and in that way he could have preserved Spain as a great power. Diminishing galleons meant to old Spain diminishing colonies and a diminishing place among the nations. The Union Jack now flies at Gibraltar.

Ideals of nations change with the advance of time; America has no ambition to conquer foreign lands. She must, however, preserve herself; and, just as much as banks are necessary, as crops are necessary, as mines and factories are necessary, her merchant marine is necessary to her future. It was national necessity that rehabilitated the merchant marine, and that at a time when America had the most powerful

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allies in the world, all anxious to help her, though at their own figure. If at such a time a mer-chant marine of our own was indispensable to our safety and our commercial life, all argument should cease as to its being permanently neces-

Captain Heath told of getting differences adjusted on hemp shipments with American companies, which he says are now giving him just as good service as British ships ever did—even in the early years, when the dollar in foreign commerce was unknown and hemp bought for San Francisco delivery had to be paid for in pounds sterling. When the prevailing rate to the coast was \$3 a bale, the American agent demanded \$5. He got the shipment, and he and Captain

Heath sent letters on to San Francisco. In due time a rebate of \$2 a bale was allowed, and since that time there has been no dispute over rates. Another hemp shipment billed to San Francisco finally wound up at Stillwater, Minnesota. Since then a red disc on a bale indicates San Francisco, a yellow disc Portland and a blue disc Seattle, and not a shipment has gone to the wrong destination.

"We must fight these things out man to man, among ourselves," says Captain Heath. "The shipping companies must never forget that they want the business, and we must never lose sight of the fact that they ought to have it.

Brazil has 1,700 tobacco factories and that country's annual production includes over 100,000,000 cigars, about 230,000,000 packages of cigarettes, and over 1,000,000 kilos of pre-pared tobacco. During the first eight months of 1921 tobacco leaf to the amount of 25,736 tons, valued at 1,567,000 pounds, sterling, was exported, according to the Monthly Bulletin of the British Chamber of Commerce in Brazil.

#### OUR SYMBOL

By THOMAS ELMORE LUCEY

Suggested by the first glimpse of the American Flag, after several months under foreign colors. Dedicated to the American Chamber of Commerce of the Philippine Islands.

(The author of this poem is a well-known American lecturer and poet who is making a trip around the world. While in Manila, he gave a talk before the American Chamber of Commerce of the Philippine Islands in the course of which he recited this poem, composed the day before in Manila Bay en route to Cavite, for the first time.—The Editor.)

I gazed on old Manila bay, when mines of sunset gold Were poured upon her turquoise crest. Ten thousand diamonds rolled From out the upturned chest of God, and filtered on the sea, While porpoise plashed, and palm trees swayed, and the breezes beckoned me From the Luneta's dreamy haunts, and from the grey-cowled walls Of Intramuros, bent and old, and dank cathedral halls. The argosies, from west and east, the bamboo fishing smacks, The bird-like yachts, the coolies with their bare and blistered backs, The proud white greyhounds of the sea, the smoking cargo boats, Were moored along that shoreland main, whence the steel-blue Huron floats; And, such a thrill came over me as comes to mortal men And, such a thrill came over me as comes to mortal men Once in a lifetime—youthtide's days—and never comes again. Then, as I gazed, oblivious to all the throb, and sweep, And color of Manila's life—the coconuts that peep From out the palm groves; red-tiled roofs, and restful, creamy walls Of bungalows and patios; the smelly market stalls; The clanging cars, the white-clad youths, with carefree, lazy glide; The carromata's clattering wheels: the surging, motley tide Of Chinos, Hindoos; toothless hags, and lunging carabao, That woo the wanderer to sleep, where tropic breezes blow,—A grander picture came to me than a tropic paradise—A vision such as only creeps into the alien's eves. A vision such as only creeps into the alien's eyes, After long nights of fitful dreams on far-off foreign shores, After long nights of fitful dreams on far-off foreign shores, Where the insignia of kings frown down from carven doors. Ah, thrill of thrills! Oh, soul unfurled! Healing communion wine That drips from out your bleeding bars, Old Glory! Flag of mine! Flag of a thousand victories! "Colors that never run" Have raised her to the topmost peak in Destiny's glad sun! Whence came those bars? What of the stars that deck her azure field? Through travail must she win her scars; with stripes she must be healed. Her contribution on the field of cilent shipmering blue. Her constellation on the field of silent, shimmering blue Her constellation on the field of silent, shimmering blue (The stars that night brings forth) must be the better part of youl Except your lives, Americans, soar toward those pure white stars, Except your loves, and faiths, and prayers, cleave to the broad white bars, And rise, baptized in the red blood that courses through each stripe, You'll never know the price of her! She is the antetype Of all democracy can mean—equality of birth, Race, blood and opportunity. The fittest men of earth. Who pledge their loyalty to her, may find the peace of home, Protection and contentment here. The wayfarer may roam No farther than America, if he but give his best To purify her melting pot. Here blend the east and west, And north and south are swallowed up in the leaven of brotherhood, Where worthy effort only counts, and men are great and good Where worthy effort only counts, and men are great and good In the ratio that they serve their loyal fellow-man,
And win the world's best Croix de Guerre—the name American!
So, may our faith, Old Glory mine, be ever staunch and true,
And the impress of our lives and hearts reflect the starry blue
That flutters o'er Manila bay! Let no deed, thought or word Steal from the souls of yeomen here; no strident song be heard; No ribald jest to bring disgrace upon our nation's name, And no distrust becloud her face with the traitor's blush of shame! Thus, may the coming sons of men spring from a conquering line, And give new luster to thy stars—O Glorious Flag of Mine!



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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

VOL. II

MAY, 1922

No. 5

#### THE FOUR-POWER TREATY

The Four-Power Treaty and the Far Eastern Treaty are the two agreements of the many ratified by Congress that have the greatest importance for the Philippines. By these covenants, serious controversies over these Islands are averted for ten years; a mechanism for dealing with all possible difficulties so as to obviate the possibility of war has been established; a guarantee of peace has been secured.

Business of course will welcome any arrangement that tends to stabilize economic conditions, and naturally such an agreement as the Four-Power Treaty will have such a tendency. From a political standpoint, the exact meaning of the new covenants, so far as their influence upon the future of the Far East is concerned, is a moot problem. There are those who see in the results of the Washington Conference a victory for Japan, since she doubtless obtains a strategically favored position in the Far East by virtue of the fortification holiday. On the other hand, it has been said that the real result of the Conference consists in the abrogation of the Anglo-Japanese Alliance, thus enabling Great Britain to gracefully transfer her weight of support from Japan to the United States. Those who hold the latter view argue that Japan's nominal gain in strategical scope amounts to nothing in the face of the Anglo-Saxon combination. Be the political aspect what it may, the Conference, through its covenants, doubtless has cleared the Far Eastern atmosphere and has for the time at least dissipated whatever bellicose murmurings had been arising. Capital, which is always timid, took on fresh courage and hope with the ratification of the Washington pacts.

So far as the Philippine independence question is concerned, it must be evident to most students of the situation that the ratification of the Four-Power Treaty settled that question for ten years at least. It goes without saying that the granting of independence to the Filipinos would at once disturb the status quo or balance of power established by the Treaty and its corollaries. If the granting of independence within the next ten years was contemplated, the Treaty might just as well not have been written. It seems to us that, as far as the United States is concerned, the independence question now appears to be settled for the next ten years at least.

If this were not evident from the Treaty itself, the identical notes delivered to the Netherlands and Portuguese representatives by the United States, British, French, and Japanese plenipotentiaries on February 4 would clinch the argument. These notes read (using the note from the United States to the Netherlands as an example):

"The United States of America have concluded on December 13, 1921, with the British Empire, France, and Japan a treaty with a view to the preservation of the general peace and the maintenance of their rights in relation to their insular possessions

and insular dominions in the region of the Pacific Ocean. They have agreed thereby as between themselves to respect their rights in relation to these possessions and dominions.

"The Netherlands not being signatory to the said treaty and the Netherlands possessions in the region of the Pacific Ocean therefore not being included in the agreement referred to, the Government of the United States, anxious to forestall any conclusion contrary to the spirit of the treaty, desires to declare that it is firmly resolved to respect the rights of The Netherlands in relation to their insular possessions in the region of the Pacific Ocean."

Thus the status quo, so far as the sovereign nations is concerned, is unanimously and definitely established. Is it likely that the United States would "spill the beans," to use a vulgar but expressive term, by granting independence to the Philippines?

#### GENERAL WOOD'S SALARY

The University of Pennsylvania, as far as can be learned, is still hopeful of obtaining the services of General Wood to head the institution at the beginning of the next university term. It is understood that the salary and other prerequisites of the position amount to approximately \$50,000 annually. The salary of the Governor General of the Philippine Islands is only \$18,000. This means that if General Wood is to remain in his present post he must sacrifice an income of \$32,000 a year. Can the General be reasonably expected to make this sacrifice? Personally he probably would be perfectly willing to disregard the salary factor entirely, but it would be too much to expect of him in consideration of the fact that he is not a wealthy man and has a wife and family to take care of and provide for. It seems to us that unless Congress increases the General's salary to a figure more in line with what private parties are offering him, we must expect to lose his services.

The American people, both in the homeland and in the Philippines, want General Wood to remain here. He is carrying on a splendid piece of colonial administration and is most gratifyingly bringing order out of the chaos that was created here by the Harrison régime. We also believe that if a plebiscite were taken among the Filipino people today, they would want General Wood to remain here. Next to the national presidency, the governor-generalship of the Philippines offers the most appropriate field for the exercise of the General's talents and abilities. That was the expectation previous to his appointment to the post, and this expectation is being more than amply realized. However, as we pointed out above, there is danger that we shall lose him—and nothing more unfortunate could happen to the Philippines at the present moment. A worthy successor might conceivably be found, but we do not know of one. We know we have a splendid chief executive in General Wood. We do not know how his successor would turn out.

A change in the office after the government has been readjusted and put into good running order again might not prove very disastrous from an economic and financial standpoint. But a change at the present juncture, when only a fairly good start has been made, would be little short of a calamity. Business interests in the Islands must bend every effort toward keeping General Wood in office.

The salary of the post is prescribed in the Jones Bill, an Act of Congress. Congress can alter this provision of the Act. We would suggest that an amendment to the Jones Bill be enacted raising the salary of the Governor General to \$50,000 annually during the incumbency of General Wood, say for the next five years. To expect General Wood to remain here, taking into consideration the splendid financial offers made from other sources, would be not only unreasonable but unjust to him as a family man without a fortune.

#### OUR MERCHANT MARINE

President Harding's merchant marine program, which was announced just after the April issue of this JOURNAL went to press, includes, besides a liberal subsidy to American shipping engaged in the foreign trade, the extension of the American coastwise laws to the Philippine Islands. The President clearly intimates that he will put this measure into effect as soon as adequate shipping facilities between the American mainland and the Philippines are provided. The changes in schedule and assignment of vessels now being made in connection with the operation of Shipping Board boats by two of the most important lines doing business between Manila and the West Coast, indicate that the Government is making serious preparations to put the coastwise laws into effect here.

President Harding's stand is in accord with this Chamber's previously expressed stand, and it is not impossible that the attitude of the American Chamber of Commerce of the Philippine Islands toward the question has

played some part in the formulation of the Administration's program for the development of American shipping.

Some misunderstanding has been created by the fact that the bill carrying out President Harding's program contains a provision to the effect that shipping between the United States and the Philippines would be considered as engaged in "foreign trade," even though the coastwise laws apply to it. This terminology is only employed, however, in order to place the U. S.-Philippine shipping under the provisions of the subsidy system, which would devote ten per cent of all import duties collected by the Government toward a fund having as its object the rehabilitation and support of the American merchant marine.

That the Washington authorities regard the Philippines as an important field for shipping development is also evidenced by the fact that under the new program, the railroads are to be forbidden to operate ships in the coastwise trade except in the case of the Philippine Islands. This would also tend to show that the Administration contemplates a policy of free and unlimited competition in the U. S.-Philippine trade, that the extension of the coastwise laws will not necessarily mean a close corporation, or monopoly, so far as rates are concerned.

A ship subsidy is essential for the development of the American merchant marine. From a theoretical standpoint, a subsidy may have its vulnerable spots, but when our competitors employ an economic weapon, it would be foolish on our part not to employ it, unless we want to get out of the shipping business and throw several billion dollars' worth of perfectly good shipping on the scrap heap.

There still remains the La Follette Law as a serious impediment to American maritime ambitions. This law makes it impossible for our shipping companies to meet foreign shipping on an approximately equal basis. It is the determining unfavorable differential in our whole shipping program and should be removed by Congress.

Extension of the American coastwise laws to Porto Rico and the Hawaiian Islands met with opposition similar to that which extension to the Philippines now encounters. Time has shown, however, that in the long run both Porto Rico and Hawaii have benefited by the measure. The Philippines will also benefit by it.

#### CREDIT INFORMATION

One of the essentials of success in modern business is reliable credit information. The merchant must know to whom credit may be extended and to what extent. Unless he is careful about his credit risks, paper profits may rapidly turn into cash losses.

Large houses invariably have credit departments whose sole function is to gather credit information and pass upon all applications for credit. An efficient credit department is one of the most valuable and profitable branches of a well-organized firm. Smaller houses, however, are frequently not in a position to establish credit departments or employ credit men. They must rely upon personal experience and upon what odds and ends of information they can gather up at odd times and under varying circumstances.

However, no matter how credit information is gathered, whether through an organized department or in a haphazard fashion, the information thus obtained is individual—that is each particular firm has its own information on which it bases its credit policy. Sometimes firms exchange information of this sort, thereby profiting mutually, but in the Philippines such reciprocity is quite uncommon. It is the exception rather than the rule. Where reciprocity is in vogue, the credit information obtained is more complete and of greater value than where it is the result of individualistic effort.

An exchange of credit information is the function of hundreds of local credit associations throughout the United States. The dissemination of such information is the main business of Dun's and Bradstreets, internationally famous credit information houses, whose ratings are accepted as authoritative throughout the business world. There can be no doubt of the fact that centralized and systematized credit information offers valuable profit insurance to any business concern.

The need of a credit association in Manila has been apparent for many Years; and as business expands and firms as well as purchasers become more numerous, this need grows. Moreover, credit information is of particularly great importance in the Philippines, where the "chit" system is in vogue and oriental methods are often loose and lacking in system. All firms find the credit problem a difficult one, and the losses caused annually by inadequate credit information must be huge. Bad accounts in the provinces are particularly costly, since suit cannot be entered in Manila and the expense and trouble of provincial court procedure are prohibitive in most cases. It is therefore essential that provincial risks be most carefully

scrutinized and analyzed before credit accommodations are granted. But even with all this care, losses are large.

The obvious remedy for this situation is cooperation. If all business houses were to get together and devise means for making available to each and every one alike the credit information in the possession of each individual firm, everybody would be the gainer. Unfortunately, racial, national and business differences have in the past operated to defeat attempts to establish such a credit clearing house in Manila. However, now that the various Chambers of Commerce are well organized, it would seem feasible to establish such a credit exchange by the cooperation of the Chambers themselves.

The matter has been informally discussed by members of the Chamber but no definite action has been taken. It is hoped that a sufficient number of members will interest themselves in the question to permit of some constructive accomplishment in the premises. The directors of the Chamber will be glad to receive suggestions relative to the ways and means of establishing a credit association, or clearing house, in Manila.

#### COMMERCIAL ARBITRATION

After considerable study, Director Simon Feldstein, chairman of the special committee on arbitration, has prepared a set of arbitration rules which were adopted by the Board of Directors. These rules embody the latest and most successful practice in the commercial arbitration field as carried on by chambers of commerce in the United States. Special allowance is made for local conditions, and it is thought that the rules as adopted will prove of real practical value to the local business community.

There are cases, of course, where a recourse to law is essential, the questions involved being of a purely legal nature in which no compromise is desired by either party—for it will probably be found that a decision of an arbitration committee will be in the nature of a compromise, more or less. However, nine commercial disputes out of ten are of such a nature that they could be satisfactorily settled by an arbitration committee. It might even be said that in many instances refusal to submit a dispute to suitable arbitration is tantamount to admitting the weakness of one's case.

It should also be noted that often legal decisions in business matters fall short of being satisfactory because of too much consideration of legal technicalities and too little regard for ordinary business conventions or practices. A decision by a board of arbitration composed of business men is much more likely to result in plain, ordinary horse sense than one by a judge, however learned and fair the bench may be.

The practice of submitting international commercial disputes, that is disputes between merchants residing in different countries, to chambers of commerce is becoming increasingly popular, and with satisfactory results.

In the November 7 issue of *Commerce Reports*, a weekly survey of foreign trade issued by the United States Department of Commerce, we find an account of the employment of arbitration in Vera Cruz, Mexico, testifying to the value of this method of settling business disputes. Consul Paul H. Foster is quoted as writing under date of October 7:

"It has been the custom of this consulate where disputes between American exporters and local buyers are brought to its notice to suggest the appointment by the local chamber of commerce of a board of survey to examine into and make report in triplicate of the case, one copy to be forwarded by the buyer to the seller in the United States in support of his claim. In the event of this not producing the desired result, a second copy is forwarded to the chamber of commerce in the city where the exporter resides, together with all other documents in the case, for adjustment by the arbitration committee of that chamber. This system has so far resulted very satisfactorily, a number of cases having been justly settled."

The rules adopted by the Board of Directors provide for a permanent Arbitration Committee of seven members, which may be augmented by not more than three other members of the Chamber who may have special technical qualifications to hear certain cases. Members desiring to have cases arbitrated must sign an agreement to abide by the decision of the arbitrators, subject to the right of appeal to the Committee of Appeals, consisting of five members of the Chamber who are not members of the Board of Directors or of the Arbitration Committee. Arbitration service is not limited to members of the Chamber, but non-members may apply for it if they agree to abide by the rules and decisions of the Chamber's arbitration machinery. A reasonably low scale of fees is provided to meet the expenses of arbitration and afford some nominal compensation to the arbitrators.

The Arbitration Committee is to be appointed within 30 days after the general meeting of the Chamber on the last Saturday in January of each year.



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## Review of Business Conditions For April

#### THE UNITED STATES

The outstanding development of the month in the United States business situation was the declaration of the coal strike on April 1. This was anticipated and therefore caused no great shock to business. As a matter of fact, nearly a month after the outbreak of the strike, at the time this review is being written, stocks have decreased but slightly and prices have shown only a small rise. The owners were prepared for the strike and they are determined to fight the issue to the bitter end.

The anthracite coal mining industry is 100 per cent unionized and is therefore completely tied up. It is concentrated over a small area of about 480 square miles in eastern Pennsylvania. We must therefore look forward to considerable hardship during next winter, unless the strike ends within a short time, as anthracite coal is almost exclusively used for heating purposes. The annual production of anthracite is 90,000,000 tons.

The bituminous fields, however, are only partially unionized and there are whole districts that are being run on a non-union basis. Bituminous coal is found in 23 states and comprises fields having a total area of 458,000 square miles. The annual production of bituminous coal is 579,000,000 tons.

The present strike has been brewing for more than a year. The first signs of an actual outbreak became' evident during the gathering of coal workers at Shamokin, Pa., January 17-21, 1922, when a set of demands was drafted. These demands were reiterated and ratified by the Indianapolis convention on February 14. Briefly summarized, the unions demand a 20 per cent increase in the contract rates and a flat raise of \$1 a day for unskilled laborers. They also want time and a half for overtime and double time for holiday work. But the demand that is causing most of the trouble is the "check off" system, by virtue of which employers are compelled to deduct the union's dues and assessments from the wages of the workers and turn the money over to the union officials. This is a practice the owners are determined to stop, and they also insist that this is no time for raises in wages.

for raises in wages.

On January 1, 1922, there were on hand 47,000,000 tons of bituminous coal. The non-union mines can supply about 4,000,000 tons a week as against a demand of 7,600,000 tons, but it is expected that extra efforts will be put forward by the mine owners during the strike to make the deficit as small as possible.

make the deficit as small as possible.

During April the New York stock market continued its steady upward march begun last fall and new high records for the past two years were made for nearly all stocks. At this writing it looks as though one of the strongest bull markets of Wall Street history were in the process of development, and bull markets are always auspicious signs from an economic and business standpoint.

A notable feature of economic developments in the past few months has been the increase in prices of farm products. The farmer now is breathing a little easier and should soon be wholly recovered from the staggering blows he has received at the hands of Old Man Deflation and Old Boy Readjustment.

Not a little resentment is being shown in American business circles over the apparent determination of Congress to push through a \$3,000,000,000 soldier bonus bill requiring additional taxation, despite the fact that business is already groaning under a heavy load of taxes. Political considerations make it almost impossible for many of the national lawmakers to sidestep the issue, but it is thought that President Harding will veto the measure. The House has passed the bonus bill by a large majority and it is now up for action in the Senate.

## REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS
Manager, International Banking
Corporation

Our March report closed on the 24th of that month with the banks' selling rates for New York exchange quoted nominally at 2% for demand drafts and 3% for telegraphic transfers but with actual business done at about 4% lower. The nominal rates were lowered to 134% and 234% on the 27th, but the market was more nearly quoted at 112% for demand drafts and 25% for cables, at which level business was done practically throughout the month of April up to the 24th, when the market firmed up slightly and was called 134% and 234%. This report closes on April 25th with the banks' selling quoted at those figures.

Considerable export exchange was on offer throughout the period for both near and forward deliveries, with banks apparently good buyers at fine rates.

The London cable rate in New York has held fairly steady throughout the period with but slight fluctuations. The rate reported at the close of our last report was 438% on March 23. The lowest rate reported during the period was 436 on March 27 and the highest 443 on April 24, the last quotation to hand as this report closes. The New York market appears to have been dull and flat throughout most of the month. Silver which was quoted at 33% per og for

Silver, which was quoted at 33% per oz. for spot and 33¼ for forward on March 23, sagged to 33¼ spot, 33¼ forward, on March 25, and jumped to as high as 35½ spot and forward on April 19. It closed at 34¾ spot and forward on April 24.

Sterling cables were quoted locally at 2/21/20 on April 25 and the banks' buying rate for 4 months sight credits was 2/3 3/16 at the close. Telegraphic transfers on other points were

Telegraphic transfers on other points were quoted nominally at the close of this report on April 25 as follows:

Paris 510
Germany
Madrid 163½
Hongkong 11634
Shanghai
Singapore 1061/4
Japan 98
India
Java

#### REVIEW OF THE HEMP MARKET

By H. FORST, Vice President and General Manager, Macleod & Co., Inc.

The month under review has been one of heavy receipts and shipments. Receipts at Manila and Cebu between March 20 and April 24 amount to 107,000 bales, while during the same period roughly 140,000 bales of hemp were exported to all parts of the world. While the volume of business done has therefore been eminently satisfactory, the same cannot be said about prices obtained, as throughout the month values steadily gave way, and since our last report show a decline of from ½ cent to ¾ cent per lb. in New York, and from £2- to £3- in the London market. The unfavorable conditions prevailing in the consuming markets naturally reflect upon local prices, which show a further decline of from £1.30 to £1.50 per picul; F today being quoted at £13.50 and grade "I" at £13.00. If receipts continue to be on the same large scale as heretofore, we see but little chance for a revival of the hemp market in the immediate future. Latest cables from the U. S. A. report weak markets with every prospect of a further decline.

Administrative Order No. 13, over which there has been so much controversy—as is known by all those interested—became effective on September 1, 1921. Between that period and March 31, the Philippine Islands produced just a trille over 500,000 bales of hemp, of which 100,000 bales, or 20%, consisted of grades "J" and below, which, under the above-mentioned order, are prohibited. The following statistics show the production of hemp month by month, and it will be noted that even during March—seven months after Order No. 13 became effective—the Islands still produced 18% of the prohibited grades.

Illurect Branch				
Total Produ	ction.	Grades	"J"	or Below.
1921	Bales			Bales
September	59,400	22%	or	12,983
October	54,781	20%	4.4	10,157
November	56,472	21%	"	11,969
December	56,385	19%	"	10,978
1922				
January	84,371	19%	"	16,125
February	91,497	21%	"	19,785
March	97,783	18%	"	17,851
-	500,689			99,848

It would appear that the Order is not being properly enforced and that coarse grades are still being made, as we can hardly believe that 200,000 piculs could have been available and declared to the government on September 1. If our contention that lower grades are still being produced at the present time is correct, it is a plain indication that the natives find it to their advantage to clean coarse fiber; and in that event Order No. 13 should be cancelled without any further delay.

Bales

16,589

369,328

Bales

20,028

223,125

(Jan. 1 to April 24)	339,765	230,606
	1922 Bales	1921 Bales
Stocks of Hemp at P. I. Export Ports	226,837	339,071
Shipments of I	Неть	
F	1922	1921
	Bales	Bales
To United Kingdom	90,324	49,441
To Continent of Europe	34.138	10,647
To United States	156,316	103,851
To Japan	71,961	39,158

#### APRIL SUGAR REVIEW

Elsewhere and Local Con-

sumption.....

By GEORGE H. FAIRCHILD
President, Welch, Fairchild & Co., Ltd.

New York Market:—The tone of the New York market since the end of March has been irregular and uncertain. In the early part of April the market improved and holders of Philippine sugars were able to dispose of moderate quantities at prices ranging from 4 cents to 1½ cents per lb., landed terms, duty paid. With the approach of the Easter holidays the market became quieter, and has continued so with sales of Cubas at 2½ cents, c. & f., for prompt shipment (equal to 3.91 cents, landed terms, for Philippine centrifugals). It is claimed that the coal strike has not affected the sugar market so far to any great extent and will not have much effect on the market unless it is long drawn out, but naturally the strike makes buyers careful not to commit themselves too far ahead. The latest estimate of the Cuban crop is 3,700,000 lons, which is considerably more than was generally expected would be obtained, and this latest news has consequently had a weakening effect on the market.

effect on the market.

\*Roilo Market:—The Iloilo market for centrifugals has been fairly active this month, and

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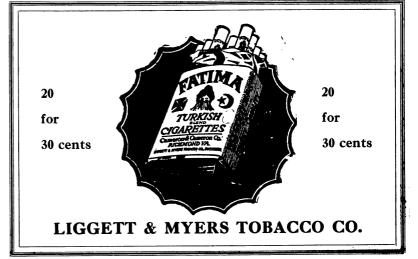
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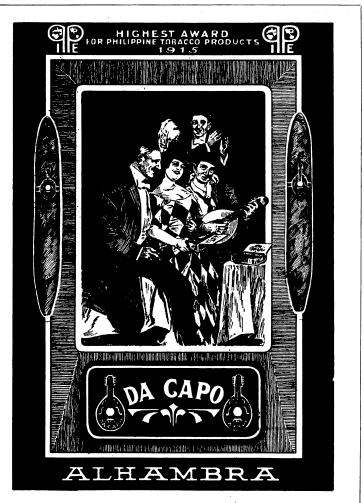
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dealers were fortunate in being able to dispose of fairly large quantities of their holdings at P10 per picul, ex godown. Owing to the uncertain tone in the New York market, buyers have now reduced their buying limits to \$9.25. 19.50 per picul, but dealers are not showing

much inclination to sell at these prices, and are holding out for P10.00.

Shipments of Philippine centrifugals are going forward regularly to U. S. Atlantic Coast ports.

The market for muscovados has remained dull and inactive. Buyers will pay \$\mathbb{P} 5.25 per picul.

and inactive. Buyers will pay 1.5.25 per picui, ex godown, basis No. 3 for moderate quantities. New Crop:—The planting of the new crop progressed very satisfactorily and weather conditions have been favorable. If present favorable, and the planting and plan able weather conditions continue and the planters are able to obtain the necessary finances to attend to the cultivation of their cane during the off-season, the next crop should be from 20%to 25% more than the present crop. Manila, April 25, 1922.

#### COPRA AND ITS PRODUCTS

By S. P. WHITE

President, Willits and Patterson, Ltd.

Manila, P. I., April 25, 1922.

The export markets for copra, coconut oil and copra cake have been very quiet during the month of April. In spite of this, prices have remained at approximately the same level as at the close of the preceding month, owing to the small production and arrivals of copra during April. It is estimated at the time of writing that the total arrivals in Manila for this month will be in the neighborhood of 180,000 piculs. On this basis the arrivals will be the smallest

for any month this year.

Local prices for copra have been fairly steady at \$10.50 for bodega copra. European prices have been quoted nominally from £24-/-/ to £24-10-/ for Cebu sundried, and approximately 10 shillings less for a fair merchantable Manila grade. Early in April, the copra price in America dropped to 4 cents, c.i.f. Pacific Coast, but later advanced to 4½ cents, then to 4½ cents, at which level the market seems fairly steady.

Local coconut oil prices have been from 29 centavos to 30 centavos per kilo, ex-tank, and some transactions have been reported at these figures. Quotations for c.i.f. Pacific Coast business on bulk coconut oil have been from 71/8 cents to 71/2 cents, but buyers seem disinclined to operate at the higher figure, and sellers can not afford to do business at present at anything near a 7¼ level. Sales of individual lots have been reported at 7¾ cents and 7½ cents per pound, c.i.f. New York. Cable advices early in the month advised resale of small lots of spot stocks at 7 cents and 71/4 cents, ex-sellers' tanks, which for a time had a depressing effect on the market. tare advices were that offerings of spot, selfers tanks, could not be bought at less than 75% cents to 734 cents. The London quotation remains nominal at about £37-/-/ per ton.

Shipments of coconut oil during the month will total approximately 10,000 tons. This is

50% in excess of the average for February and March. Local stocks in Manila at the time of writing are approximately 6,000 tons, a reduction of 2,500 tons since April 1. There was an average of about six mills operating in Manila during the month.

COPRA CAKE TO EUROPE

Offers from Europe for copra cake have varied from £6-/-/ to £7-/-/ per ton, c.i.f. European ports. Some small local sales have been consummated at from P30 to P33 per ton, ex-bodegations. Present stocks and manufacture for the next month or so seem to be well sold up, which would indicate a continued firmness in the copra cake market. Some inquiries have been received from American markets, but prices there are not high enough to compete with European purchasers.

COTTON vs. COCONUT OIL

It is interesting to note the reversal in comparative values in crude cotton oil and coconut oil during the past six months, as both are used largely in the soap and edible trades. Crude cotton oil was quoted during the closing months of last year at lower prices, ex-tank South East mills, than was coconut oil, ex-sellers' tanks Pacific Coast, while during the last 60 days the price for crude cotton oil, ex South East mills, has averaged 2 cents gold per pound over the price for coconut oil, ex-sellers' tanks, Pacific Coast. The increase in cotton oil is no doubt due to the diminishing and limited supply from this year's crop of cotton seed, and not to its preference over coconut oil. This reversal in compurative values lends credence to the ideas of certain brokers and handlers of coconut oil in America that millers of coconut oil are selling their product entirely too cheap.

THE RICE INDUSTRY
By PERCY A. HILL,
of Muñoz, Nueva Ecija,
Director, Rice Producers' Association

One of the greatest factors now facing Philippine agriculture, and especially the rice industry, is that of transportation, and a reduction of the excessive freight rates on this vital product is absolutely necessary to a return of normal prospérity of both producer and consumer alike. Prompt action is needed to this common end.

The idea of better roads is not for the speeding motorist, but for the transportation of agricultural products and the money they realize, without which even the motorist is like a fifth wheel. Again, railroad service like any other service or commodity must be sold at a price within reach of the people who pay for it, and freight rates must bear some relation to the prices which it is possible to obtain for the commodity transported.

The sharp advances of freight rates which have been made in the Philippines since 1916 have resulted in the highest level of freight rates during the period when agricultural products are at the lowest point in many years in actual purchasing power. These increases have the effect of diminishing the net price received by the rice grower, as the price of palay at the terminal or shipping point is usually the price upon which to base the actual earnings due the rice producer.

The costs of transportation of rice are interesting not only to the producer, but to all other entities, commercial or otherwise, whose produce or service depends upon the staff of life in the Orient. The following represents the costs of transportation based on the value of the produce at current market prices for the period 1910-22 on the unit cavan of palay. The haul is approximately 32 kilometers.

1910-1912 15.2% 1912-1914 12.5% 1914-1916 11.0% 1916-1918 9.8% 1918-1919 8.1% 1919-1920 7.1% 1921 19.0% 1922 11.0%

The road-transportation cost has thus returned to the price of 1916, a fact which the writer has previously mentioned as indicating normal prices, once things assume their settled conditions,

#### FREIGHTS OUT OF ALIGNMENT

Railroad freights are a thorn in the side of the rice producer for the reason that his produce is transported the second lap of the interprovincial journey by this so-called public utility. In 1917 a cavan of rice could be transported to Manila for 22 centavos. At present the price of a J-B car is P129.20 from Cabanatan-Manila. It carries 370 sacks of rice, giving a rate of 35c per cavan, or nearly 33% raise in freight rates in the face of a loss on cost-production. Left to a vote from the rice producers, they would dispose of this public

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utility as a national loss rather than keep it functioning as a personal loss to themselves,

Inter-island freights, the third factor of rice transportation, is still away out of alignment, and drastic steps should be taken to reduce such unnecessary rates to the point where both producer and consumer are not forced to support this utility out of all proportion to the earnings of the actual grower of this commodity.

Ocean freights are becoming more normal, but are still rather high. Competition will tend to further reduce them. In general, the transporting of a cavan of rice (125 lbs.) 150 kilometers from place of production to Manila is about 97.5 centavos, less transhipping and handling charges, and this freight rate is out of proportion to the same amount shipped here rom Bangkok and Saigon, tentimes the distance. The following are the costs for one picul (133 lbs.) of clean rice imported from Saigon.

Freight	₱ .60
Tariff	1.50
Shrinkage	.30
Lighterage	
Int. Revenue	.10
	₱2.70

The actual freight rate for a fifth more rice is still 33% lower than if shipped inter-provincially 150 kilometers in Luzon. There is food for thought here. Freight from Bangkok is a little higher, and the exchange premium is from 12% to 14%, both in Siam and Indo-China.

The prices of palay at the shipping points in the Central Luzon plain vary from \$2.90 to \$23.00 per cavan, which price is evidently the market level, as pointed out in the review for March, to conform to retail prices in Manila. The difficulty in obtaining ready cash for shipments of the cleaned product has had a depressive effect on the purchasing of the stored crops, and, incidentally, on the collection of taxes and the purchasing power of the millions of producers. This is due in part to the fact that the distributing agencies have had to extend credit to the uting agencies have had to extend credit to the inter-provincial retailers, which has naturally slowed up buying activities. Evidently the retail prices that rule the market in Manila at present will in all probability remain fixed for some time

#### TOBACCO REVIEW

By Louis McCall Welter E. Olsen & Co.

Although the leaf tobacco market has not been active during the past month, prices have continued upward on all grades. Pangasinan and Union provinces, the sources of tobacco mainly used for cigarette purposes, report short and inferior crops with the result that tobacco from these two provinces has advanced from 25 to 331/2%. Whether these advances will affect the manufacturers materially is a question, in view of the large stocks held by the majority of the factories.

Of Cagayan and Isabela tobacco it is estimated that there remains unsold in the hands of the dealers 300,000 quintals of previous crops. The 1922 crop is estimated at 60,000 quintals of Isabela and 30,000 quintals of Cagayan, making a total of 390,000 quintals available. Of this, a total of 390,000 quintals available. Of this what portion is fit for use in cigars is the vital question. It seems reasonable to assume, however, that at least one-third of the stock, or 130,000 quintals, can be used for the manufacture of cigars.

For the purpose of calculation, let us estimate that a quintal of raw leaf will yield 3,000 cigars in which event the available supply of leaf would be sufficient for 390 million cigars. As most of the factories are already in possession of stocks sufficient for at least 18 months' output, with unsold tobacco available sufficient for an additional 18 months, a total supply of three years, and the stock of the supply of t we do not clearly understand the reason for the present advance in prices.

Reports from America indicate unusual activity in domestic, Cuban and Porto Rico cigars.

American manufacturers are offering the retail trade Sumatra wrapped, shaped cigars at §33, to sell at 5 cents straight. The demand for Manikas for shipment to the eastern part of America seems to be confined largely to 22 pound Londres at "out at the elbow" prices. Shaped cigars of practically the same weight are being sold on the Pacific Coast at prices which correspond to the prices for straight shapes, allowing the difference that accrues to the cigar makers

the difference that accepts to the difference by reason of the wage schedule.

The U. S. Shipping Board answered a recent appeal for a reduction in freight rates to the effect that a reduction of 16 1/8% in present freight rates would only mean a reduction of 6 cents gold per 1,000 cigars, and that in view of the responsibility the carriers must assume, present rates are not excessive. Neither do American ranscontinental freight rates, which average P3.50 per 1,000 cigars, show signs of a reduction. Wages to the cigar makers continue on the same level as during the days of our affluence. The only prices that show signs of the downward tendency leading to the 1914 level, appear to be

the prices which are offered for our products.

We still patiently await a decision of the Supreme Court, which we trust an All-Wise Provdence will dictate in our favor, to the end that the tobacco industry in the Philippine Islands will not suffer the fate of the Dodo Bird of

Mauritius.

#### REAL ESTATE

By P. D. CARMAN, P. D. Carman Co., Ltd. San Juan Heights Addition

SALES, CITY OF MANILA

	Feb. 21 to March 20	March 20 to Apr. 20
Binondo	₱234,000	₱ 9,000
Sta. Cruz	175,805	425,928
San Nicolas	61,500	77,100
San Lazaro	43,060	23,636
Ermita	40,500	19,000
Malate	30,930	41,510
Paco	27,250	12,349
Sta. Mesa	23,300	3,328
Quiapo	19,000	8,500
Tondo	17,781	25,295
Sampaloc	15,500	25,123
San Miguel	1,200	
Pandacan	1,000	
Sta. Ana		4,020
Intramuros		30,000
Total	₱690,826	₱704,789

The above figures show a slightly greater activity in the Manila real estate market during the past month. Several very sizeable commercial property transactions are recorded and fewer cancellations than during the previous month. It is apparent that City real estate is assily holding its own with a small though steady improvement each month. A considerably more optimistic attitude seems to prevail than has been apparent for a number of months.

Jan.-Feb......₽657,012

Suburban sales, as far as indicated by available data, indicate a fairly satisfactory condition. Two large transactions are recorded which at least show confidence in Manila's future growth as well as the increasing desire for larger and more desirable residential sites than are available in the City.

#### SHIPPING REVIEW

By J. B. Armstrong Agent, The Admiral Line, Manila

Direct Shipments:- Exporters today must get Direct Shipments:—Exporters today must get-their exports from the point of origin to des-tination by the most direct route in order to save the enormous cost of extra handling and shipping charges. In order to do this the Philippine Islands must have more ports opened to ocean-going steamers. Today there are only four ports of entry, Manila, Cebu, Iloilo, Zamboanga, while there are three loading ports in addition to the above. They are Bais and San Carlos on Negros, and Mangarin on Mindoro.

A good port is urgently required on the West Coast of Negros, where over 100,000 tons of sugar is produced annually. During the past month, the steamer Fairfield City, of which The Admiral Line are agents, loaded 3,000 tons at Pulupandan. True, it cannot be called a port; in fact it is an open roadstead, but the loading of that steamer there has increased the value of land on Negros. It will increase production, because the exporters now know that oceangoing steamers can load at Negros and save them the lighterage and storage charges in Iloilo. experiment was successful. A dock will eventually be built and a breakwater put in to make a harbor and protect steamers in stormy weather.

There are other ports in the Islands which can be opened up to ocean steamers, but the credit for the opening of Occidental Negros to oceangoing steamers must go to the American merchant marine.

In line with the above policy, the U. S. Shipping Board operators during the past month removed the additional charges for loading at Cebu, Iloilo and Zamboanga to both Atlantic and Pacific ports. Today these ports are on the same basis as Manila.

Few people realize that the American ships today maintain a monthly service from Zam-boanga to San Francisco and Seattle. American ships maintain a monthly service from Cebu to Seattle and Vancouver, another monthly service to Portland, and still another to San Francisco and Los Angeles; also another monthly service from Cebu to New York, Boston and Philadelphia. In other words, Cebu has three American steamers a month to the Pacific Coast and one a month to the Atlantic.

American ships can always be found loading at Iloilo during the sugar season.

The Philippine Islands outports have never before had the service which they are now receiving from the American merchant marine.

The Endicott, Fairfield City, Bessemer City, and Chickasaw City, all American steamers, were loading at the same time in Iloilo during April.

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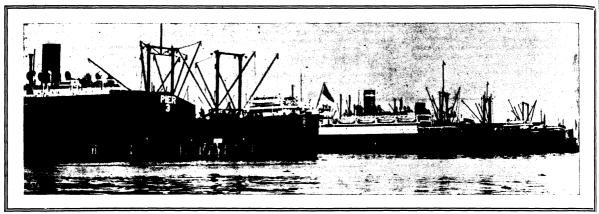
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## SHIPPING NOTES



## American Opinion on the Hague Rules

By A. J. WOLFE,

Chief, Division of Commercial Laws, Bureau of Foreign and Domestic Commerce, Washington, D. C.

While The Hague Rules, 1921, are very largely patterned after the Harter Act, they contain certain important additional concessions to shippers for which the business world has long contended without success:

1. They increase the limit of the cargo carrier's liability to 100 pounds sterling per package as against the \$100 limit of the Harter Act. Certain interests in the United States are not satisfied with this concession and demand that

upon the carrier be imposed the liability for the full invoice value of the goods damaged or lost. But the cargo carriers contend that if a number of cases are turned over to them for transportation and certain of them are believed to be exceptionally valuable, the shipper should notify the cargo carrier of the fact, pay him a premium for extra care necessary, and permit him to examine the cases before admitting their

value.

2. The carriers can not under The Hague Rules, 1921, insist on an arbitrary period of time within which claim for loss or damage may be made, but they establish a limit of 12 months within which suits for damage may be brought. This is a very important concession.

This is a very important concession.

3. The burden of proof in the case of theft and pilferage has been shifted from the cargo

owner to the cargo carrier.

From the point of view of the underwriter the adoption of The Hague Rules means a clear definition of their risk when they issue a policy of insurance. With the diversity of clauses now prevailing in bills of lading they can not know the precise extent of their liability. When a loss arises they wait first to determine the liability of the carrier and seek to collect from him. When the obligations of the carriers become uniform throughout the world, it will be possible for them to adjust their premiums to fit known risks.

APPROVAL OF THE RULES BY VARIOUS BODIES The Hague Rules, 1921, were approved by Liverpool underwriters and by the joint general bill of lading committee of the Manchester Chamber of Commerce and the Manchester Association of Importers and Exporters. Lloyd's & Co., underwriters, approved of them as calculated to promote the interests of the commercial community. Cordial approval comes also from several sections of the London Chamber of Commerce, one of the committees representing to the mercantile communities of the United States of America, Canada, Australia, and New Zealand (where legislation on the subject either exists or is being promulgated) that general advantage will be derived from any action in their respective States which will enable merchants in all countries to conclude contracts upon the terms of The Hague Rules, 1921.

Other bodies which have given their support to the cause of bringing uniformity into the matter of cargo carriers' liability are the International Chamber of Commerce, the National Association of Credit Men of the United States, the National Foreign Trade Council, the Trade Protective Association of the United States, and the American Institute of Marine Underwriters.

From the bankers' point of view there is very little need to point out the importance of having a document drawn up with a view to their protection instead of one which differs from case to case in each shipment and bristles with excep-



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pions. Of course, even under The Hague Rules, poll, the same form of bill of lading can not serve all trades and the exigencies of traffic between all ports for the transportation of general cargo, live stock, refrigerated meats, and between the same ports identical bills of lading should be used. A general cargo bill of lading between New York and Liverpool may be identical, word for word, for all steamship comanies.

#### OPPOSITION TO THE RULES

Among the principal sources of opposition to The Hague Rules, 1921, especially noteworthy is the attitude of the shippers of bulk cargoes. These, of course, have their own troubles in the matter of discrepancies between quantity eventually delivered to the consignee and the quantity originally placed on board. The lague Rules provide that the shipper claiming shortage in the matter of bulk cargoes should prove the quantity actually placed on board. The cargo carriers point to the methods employed in loading cargoes of this character under which the difficulty of the proper tallying by the carrier is enormous. The grain and timber trades in England have a special bargain with cargo carriers which amounts to a practical guaranty by the carrier to deliver the bill of lading quantity. In view of the fact that it is still open to them to make the same arrangement, it can only be hoped that they will not delay the general good by maintaining their opposition on this special ground. In standardizing international practice it is only reasonable to expertational practice it is only reasonable to expertational court, and commercial usage as well as competition will provide equitable means of individual adjustment of such grievances.

#### Success of Voluntary Agreement Doubtful

Still further opposition comes from interests doubting that a voluntary agreement of this character can be successfully carried out and insisting on legislative enactments. The task of promulgating uniform legislation in a number of countries simultaneously is not promising of success. But the force of commonly adopted usage is overwhelming. The Hague Rules, 1921, are a comparatively slight modification of legislation already existing in the United States, New Zealand, Australia, and Canada, and could be incorporated as an amendment upon the submission to the respective legislative bodies of evidence to justify their adoption. The moral force of such action by the United States will insure general adherence everywhere. The cargo carriers are ready to abide by these rules as soon as it shall become apparent that it is possible for them to do so under the law, and the bankers, underwriters, and many shippers have concurred.

## CUSTOMS RULING ON BONDED, GOODS

Merchandise stored in a bonded warehouse on which duty is assessable need not pay duty if it is destroyed by fire while in the warehouse, according to a ruling of the Insular Collector of Customs received by the American Chamber of commerce.

The matter was referred to the Chamber by an American firm in Manila which desired to know whether in the case of dutiable merchandise held in bond, fire insurance would have to be taken out for the actual cost of the merchandise as well as for the assessable duty. The Collector of Customs ruled as follows:

"I have to inform you that Section 1297 of the Administrative Code is interpreted by this Office as allowing abatement of duties on merchandise stored in bonded warehouse and accidentally destroyed by fire upon presentation of satisfactory proof of such casualty."

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## Harold M. Pitt Says Washington has Definite P. I. Policy

Harold M. Pitt, former president of the Manila Merchants' Association, who has been away from Manila for several years, was the speaker at the luncheon of Wednesday, April 19. Mr. Pitt was in Manila during the month of April in the course of a combined business and pleasure trip to the Orient from his home

in Los Angeles.

He expressed the greatest confidence in the administration of Governor General Wood and declared that President Harding and his advisers undoubtedly have in mind a clear and definite policy with respect to the Philippines. He also stated that the Islands are not yet ready for independence. A large gathering of members and their friends attended the luncheon.

Among the most interested guests was Vice Governor Eugene A. Gilmore. Mr. Pitt's remarks follow in full:

"I do not come as a distinguished visitor or high official. For 22 years I was one of you, an every day business man, and I am still one of you in interest, in the desire for the good, for the future of the people of these Islands and for the practical development that will make them

the practical development that will make them a great people and this a great country.

"I think that I am with you in the belief that this end could best be served by some form of permanent relationship between the Philippine Islands and the United States, and I am confident that in time such an association will be brought about and that, too, upon the initiative of the Filipino people themselves.
"To the individual it seems a long cry from

"To the individual it seems a long cry from 1922 back through the years to 1898, but in the life of a people, of a nation, 24 years is as nothing and what we must think of today is that while a fair start has been made in the work that is here to do during the 24 years that are just passed, there is as much or more yet to be done before the task may be called completed.

#### Much To Do In U. S.

"And while speaking of the work there is yet to do here it is well to remember that much relating to it can be done in the United States. The government at Washington and the men in authority there have a pretty clear under-standing of the situation here and I am confident that a policy has already been determined upon that will tend materially to clear the atmosphere. But what would be of advantage to us as well as a help to the officials in Washington is for the American public to be given a better under-standing of things Filipino, to have created there, in other words, an intelligent public opinion that will prove strong and effective support for whatever action or legislation may support for watered action of registration may be deemed essential in promoting the economic development of the Philippines. In order to clarify this point I will relate a little history.

"In 1905 and 1906 there was a bill before

Congress which would have established practical free trade with the Islands. It was the original Payne bill sponsored by Congressman Payne of New York who had shortly before been here with the Taft party. This bill passed the House of Representatives by a large majority and would have passed the Senate also as it was an administration measure and the Senate was strongly Republican, but the best sugar and tobacco interests were able to control enough of the interests were able to control enough of the Republican senators on the committee, who, by combining with the Democrat members, were able to hold it up and it never came out of the committee. Now, had there been an informed public opinion in the country the strangling of that bill in committee would not have been possible. I was in Washington at the time and from inside sources learned in advance what the fate of the measure would be.

at the time and from inside sources learned in advance what the fate of the measure would be. "If you will remember it was about this time that Philippine political agitation began to irritate the public mind. The election of the first assembly was to follow a little later and the cry of the campaigners for independence, then early independence and then immediate

independence created a feeling of apprehension and uncertainty which has been stirred to life at intervals regularly through the intervening years and undoubtedly has proved a most serious deterrent to material progress in the Islands. There is slight difficulty in picturing what the results would have been had the United States yielded to this plea then or at any time since. And yet the United States is under an obligation And yet the United States is under an obligation as binding as a solemn covenant can make it, to grant political independence to the Islands when the Filipino people can, with safety to themselves, be entrusted with it, if they then shall want it. But that day is far removed and it cannot be considered to have arrived until the Filiping could become a trim. the voice of the Filipino people becomes articulate; until there has been developed from the masses a strong, intelligent middle class capable of maintaining an efficient and just government. Mr. Taft made a notable pronouncement on this proposition in 1907 while Secretary of War. In a report to the president he said:
"'What should be emphasized in the state-

"What should be emphasized in the state-ment of our national policy is that we wish to prepare the Filipinos for popular self-govern-ment. \* \* \* It is plain, \* \* \* in inter-pretation of our national purpose, that we are trustee and guardians of the whole Filipino people, and peculiarly of the ignorant masses, and that our trust is not discharged until those masses are given education sufficient to know their civil rights and maintain them against a more powerful class and safely to exercise the political franchise.'

Urges Cooperation

"The Philippines have lately passed through a trying experience, but if, as is credited in principle, experience is the best teacher, the lesson may prove to be worth the cost. Of course there is a most necessary work of readjustment to be carried through but the Islands are to be congratulated upon the fact that that work is in thoroughly competent hands and we may depend upon it that ere long the ship of state will again be sailing on an even keel. Considerable capital has been wasted and lost and the public debt will have to be enlarged to cover deficiencies that exist but even with the increase that must be made the indebtedness of the Islands will be small when their wealth of

natural resources is considered.

'And you will find that the movement back to normal in commerce and industry will not be to normal in commerce and industry will not be long halted when governmental matters are adjusted for the Islands' products will find ready markets and many of them are now enjoying a greater advantage than formerly by reason of increased protection in the United States. This will naturally stimulate production and make the industries involved highly prosperous. Few countries in the world are in a more favorable position with respect to the immediate future than are these Islands; but there is one thing that business men here and all who are interested in the prosperity and development of the country must keep in mind—must ever hold before them,—that is that the best results are possible only when there is cooperation and team work. All must pull together and in the same direction. There should not be—there must not be—aloofness and an attitude on the most of any invested along the same direction. part of any important element of the population that will create antagonisms, distrust and discord. Filipinos, Americans, all must be made to realize that their interests are in common-are identical, and their aim should be singledevelopment of the Philippine Islands and of the Filipino people. Remember that America is here not to hold back progress but to promote it; not to tear down, but to upbuild; not to destroy, but to fulfill."

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## WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of this issue of the Journal.)

Tuesday, March 28, 1922.

Present: Directors Cotterman, Elser, Heath, Feldstein, Forst, Gaches, Green, and Rosenstock. Applications for associate membership of Frederick Lewis and James Larkin Burchfield were approved.

Resignations of Associate Members E. I. effery and A. W. Fluemer were accepted, effective

March 31.

A letter from the General Agent of the United States Shipping Board, acknowledging receipt of the Chamber's resolution in regard to having the Shipping Board especially feature the Philippine Islands in its advertising and stating that he was forwarding the resolution to Wash-ington with his personal favorable recommendation, was read.

Wm. H. Anderson, Julius S. Reis, and H. L. Daniels were appointed delegates of the Chamber to the Tenth Annual Meeting of the Chamber of Commerce of the United States in Washington, D. C., May 16, 17, 18. Mr. Daniels was named General Councillor of the U. S. Chamber in representation of the local chamber.

A resolution signed by 22 merchants and citizens of Cagayan, Misamis, stating that the Board of Directors of the Philippine National Bank contemplated the closing of its local branch due to the inability of the province of Misamis to provide for the salary of an assistant cashier, and requesting the cooperation of the Chamber in maintaining a branch agency there, was referred to the manager of the Bank, with-

out recommendation, for his comment.
A letter from D. K. Grady, Director of the
Foreign and Domestic Trade Department of
the San Francisco Chamber of Commerce, reiterating that Chamber's desire to cooperate with us in all matters of mutual interest, was

read and ordered placed on file.

Mr. Cotterman reported that he had interviewed the Collector of Internal Revenue in regard to the ruling to be made under the new inventory law and was informed that a circular or order covering the subject was being pre-pared but that merchants had better file their reports under the old law under protest, as the new order would probably not be out for some time.

A resolution protesting against the proposed abolition of duty on oils entering the United States was passed. (The resolution appears in full on another page.)

The question of quarters for the Chamber was taken up and the advantages of the present quarters as compared with those of the new Pacific building were thoroughly discussed. The committee appointed to negotiate with the Pacific Development Company was authorized to offer up to \$\mathbb{P}\$1,000 per month rental for the sixth floor.

The committee, composed of Directors Feldstein and Heath, appointed to work out a plan for obtaining statistical information, submitted its report, copies of which were ordered furnished to each member of the Board for their consideration until the next meeting.

Tuesday, April 4, 1922.

Present: Directors Cotterman, Elser, Heath, Feldstein, Forst, Gaches, Green, and Rosenstock. The resignation of Associate Member E. Randolph Hix was accepted, effective March 31.

A letter from the Governor General acknowledging receipt of the Chamber's resolution edging receipt of the Chamber's resolution regarding the featuring of the Philippines in U. S. Shipping Board advertising was read. The Governor stated therein that such propaganda, if vigorously circulated, would be of great assistance not only in increasing the number

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of visitors to the Islands but also in building up its commerce and activity.

A letter from the Governor General in reply to a letter referred to him by this Chamber, stating that he had recommended to the Director of Non-Christian Tribes to do away with government trade stores except at such places where there is evidently a desire to establish a monopoly and high profits to the disadvantage of the

non-Christian population, was read.

A cablegram from H. L. Daniels accepting the appointment as Councillor for this Chamber in the United States Chamber of Commerce

ber in the United States Chamber of Commerce and pledging his utmost efforts, was read.

A letter from the business manager of the Manila Daily Bulletin, requesting permission to inaugurate an advertising page for the Chamber similar to that given the Rotary Club, without any direct cost to the Chamber, was read and discussed. A resolution was adopted stating "that out of consideration for other members of the Chamber we cannot endorse members of the Chamber, we cannot endorse advertising in any particular paper."
W. N. Bartholomew was authorized to enter

a bowling team representing this Chamber in the coming Philippine bowling tournament without expense to the Chamber. He was also authorized to solicit financial support from individual members. In this connection it was decided that members who have resigned will either have to make a new application for membership, paying the regular fee, or else pay up their dues from the date of their resignation to the date of their reinstatement, in order to be reinstated.

A letter from the Governor General's office transmitting correspondence from the Philippine-American Chamber of Commerce, of New York, declaring that Chamber's stand as opposed to the extension of the U. S. coastwise shipping laws to the Philippines, was read and discussed. The following resolution was adopted:

"That the President be authorized to reply that the Chamber stands committed for the application of the coastwise shipping laws to the Islands, and it has not receded from that posi-

Mr. Forst was asked to obtain a copy of the report of the shipping men relative to certain matters being taken up by the Harbor Board for the Port of Manila, before the Chamber makes a definite reply on the subject.

The plan submitted by Mr. Feldstein for obtaining statistics and information was adopted and the Secretary was instructed to have the

necessary forms printed.

An offer from the Pacific Development Company of the sixth floor of their new building for P1,250 per month was discussed. Regarding the proposal to purchase the lease of the Philippine Trust Company of the building part of which is occupied by our present quarters for P10,000, it was learned that the Trust Company had agreed to return the proportionate amount of the \$10,000 if the lease should be terminated before the full term of five years had expired. The offer of the Philippine Trust Company was accepted. It was also decided to refer to the Builders' Section the matter of transforming the upper floor of the building into suitable quarters for the Chamber.

Tuesday, April 11, 1922.

Present: Directors Cotterman, Elser, Heath, Feldstein, Forst, Gaches, Green, and Rosenstock.

Mr. Gaches was appointed Acting Treasurer during the absence of Mr. Feldstein in China and Japan, Mr. Feldstein having announced that he would leave on April 15.

Mr. Rosenstock announced that he leaving for the United States on April 15 and would be absent about three months. Mr. Gaches was appointed to take Mr. Rosenstock's place on the Finance and Auditing Committee during Mr. Rosenstock's absence. Bills in the amount of \$\mathbb{P}6,226.88\$ were approved

and ordered paid.

A reply by the Governor General to the letter of Henry W. Elser and the United States Rub-ber Plantations Company relative to investments in the Philippines was read and ordered published

A copy of the letter by the President of the Chamber to the Philippine Trust Company, accepting the option of the lease of the building in which our quarters are located at a monthly rental of P1,400 plus a bonus of P10,000, and explaining what we consider the terms of the lease to mean, was read, as was the letter from the Philippine Trust Company accepting the conditions.

The question of organizing a Philippine Produce and Stock Exchange with offices in our present quarters was brought up and discussed at length. Captain Heath and Mr. Forst were appointed a committee to investigate and talk over the matter with other chambers of commerce and the business community in general.

Mr. Feldstein submitted answers to the questions put by the Harbor Board and Mr. Forst submitted a copy of the answers made by the shipping men, but inasmuch as the time for filing a reply had expired, the letter of the Harbor Board was laid on the table.

Tuesday, April 18, 1922. No meeting, lack of quorum.

Tuesday, April 25, 1922.

Present: Directors Cotterman, Elser, Heath, Gaches, Forst, and Green.

A letter from an American in the provinces was read protesting against the employment of an alien in preference to an American by the captain of a U. S. Shipping Board steamer. The Secretary was instructed to substantiate the facts and if he found them as stated to refer the letter to the Shipping Board with a strong endorsement.

A communication from Attorney Wolfson regarding the proposed formation of a Legal Section was read, discussed, and ordered placed

A letter from Benita Q. de V. Del Rosario requesting permission to sell part of the property mortgaged to the Chamber or a further loan of \$25,000 was read and discussed. The letter was referred to the Builders' Section for investigation and recommendation.

Moody, Barnes and Company were granted permission to remain in their present quarters

until May 10.

A. Schipull, who has been in charge of the employment bureau, was engaged to work on statistics and similar information beginning May 1.

The form of the lease for the Chamber build-

ing was referred to the General Counsel of the Chamber and the President was authorized to

sign it if approved by the Counsel.

The plans of Mr. Hillberg and Messrs. Odon and Butts for remodelling the second story of the building were taken up, and it was decided to give the members of the Builders' Section more time in which to submit plans.

It was decided to give the tenants 30 days' removal notice, the rents to continue as here-

tofore.

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## With The Chamber's Special Sections

Embroidery Section Formed

Another new and vigorous Special Section was formed on Thursday, April 20, when members engaged in the embroidery business met and formed a permanent organization. The follow-

ing members were present:
J.S. Conrow, R. Geraus, Milton W. Lazansky,
Mrs. Alice M. Miller, E. Ford Hickman, S.
Davis Winship, and E. M. Terry. Mr. Con-

row acted as temporary chairman.

After setting forth the purposes of organizing the Section and the objects to be accomplished Mr. Lazansky moved that the organization of the Section be made permanent, which motion was unanimously carried.

Mr. Conrow was chosen chairman and Mrs. Alice M. Miller vice chairman.

It was decided to hold meetings on the first Thursday of each month at 4 p. m., but that special meetings may be called upon request of any two members of the Section, 24 hours' notice to be given by the Secretary.

The question of the classification of em-

broidery factories under the proposed new zoning ordinance for the City of Manila was discussed and it was decided to write to the Mayor to ascertain the classification such factories would be placed under.

Registration of embroidery designs so as to prevent copying was discussed, and it was agreed to write a letter to the government for the purpose of obtaining all the available in-

formation on the subject.

The desirability of having credit information on embroidery contractors available to members of the Section was discussed and a resolution was passed providing that the members of the Section report such credit information to the Secretary.

Builders' Section

A meeting of the Builders' Section was held on Monday, April 3, for the purpose of discussing the draft of the proposed concrete code for the city of Manila. George H. Hayward was acting chairman.

W. M. Butts, who represents the Chamber on the Mayor's committee that is drafting the code, reported that he and Mr. Hillberg had used their best efforts to have written into the code all the provisions that, in their opinion, would be for the best interests of all concerned.

but that they had been outvoted by the other members of the committee on several points. This, he thought, was due to the paternal attitude of the government, which desired to keep as much power as possible in the hands of the City Engineer.

It was decided to take up the draft of the proposed code paragraph by paragraph, which was done. Several changes, amendments, elim-

inations, etc., were suggested.

Those present were: G. H. Hayward, A. G. Hillberg, W. M. Butts, A. E. Haley, John Gordon, John Richl, and F. E. Hedrick.

On April 6, a special meeting of the Section was called by President Cotterman for the purpose of presenting to the technical talent of the Section the proposed remodelling of the second floor of our present building, which has been leased by the Chamber, so as to provide more spacious and more comfortable quarters than those now occupied on the ground floor. Mr. Hillberg was appointed a committee of one to measure the floor space and locate the immovable objects. It was also decided that each member of the Section should submit individual plans for remodelling the floor to the Board of Directors. Present at this meeting were Members Cotterman, Wrentmore, Odom, Riehl, Hillberg, Butts, Gordon, and Hayward.
A regular meeting of the Section was held on

April 24, those present being A. G. Hillberg, W. M. Butts, W. J. Odom, C. G. Gabelman, and

S. D. Rowlands.

The final draft of the proposed concrete ordinance for the City of Manila, as recommended by the Section, was approved.

Proposed changes for the second story of the

Chamber Building so as to suit the needs of the Chamber were submitted by Mr. Odom and Mr. Hillberg and discussed. They were ordered submitted to the Board of Directors.

Mr. Gabelman brought up the matter of government control over the carrying out of construction projects, claiming that the Director of Public Works often acted in an arbitrary manner, through the General Instructions to engineers and supervisors, thus materially harming the contractor. It was decided to invite Mr. Williams of the Bureau of Public Works to the next meeting of the Section to discuss the General Instructions, of which Mr. Gabelman was requested to bring copies.

## Chamber Protests Against Oil Exemption

The following resolution, submitted by Directors Gaches and Forst, a special committee appointed to draft it, was passed by the Board of Directors at its meeting of March 28:

"Whereas the Congress of the United States of America has before it the consideration of a bill to abolish the duty on all vegetable oils imported into the United States;

"Whereas the coconut oil mills of the Philippine Islands, in which more than \$20,000,000 gold have been invested, are today able to operate only by reason of a preferential market in the United States, and then practically on a non-profit basis;

"Whereas the abolishing of the preferential tariff would cause the oil mills of the

Philippines to be completely closed, resulting in a further financial misfortune to these Islands as well as the destruction of an industry employing thousands of laborers; and

"Whereas American manufactured goods and products of all kinds originating in the United States enjoy free entry into the Philippine Islands to the practical exclusion of competitive goods and products of other countries; Now therefore be it

RESOLVED that the American Chamber of Commerce of the Philippine Islands is absolutely opposed to the abolishing of such tariff on vegetable oils, and that a copy of this resolution be forwarded to Washington, through the Governor General of the Philippine Islands, and a copy to the Bureau of Commerce and Industry."

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## Directors Adopt Arbitration Rules

The following arbitration rules were adopted by the Board of Directors of the American Chamber of Commerce on recommendation of Director Simon Feldstein, who had been named a special committee to study the subject and compile a set of rules. The rules will prove of interest to all merchants. They follow in full:

I.—Arbitration Committee.—(a) Within thirty days after the general meeting of the Chamber on the last Saturday in January of each year, the Board of Directors shall elect an Arbitration Committee to consist of seven members, not members of the Committee of Appeals, nor of the Board of Directors, who shall hold office until the election of their successors.

(b) When a controversy is submitted for arbitration and the question at issue relates to the quality, grade or value of a certain commo-dity of which, in the opinion of the Chairman, the members of the Arbitration Committee, or a sufficient number thereof, have not the requisite practical knowledge, he the said Chairman, subject to the approval of the parties to the controversy, and the Board of Directors, may designate one or more, but not exceeding three members of the Chamber, to serve on the Arbitration Committee in the case in question.

As soon as practicable after their election, the Arbitration Committee shall elect a Chairman from their own body, and a vice-chairman. The Secretary of the Chamber will act as clerk to the Committee, but if from any cause he is unable to act, the Committee may appoint a clerk pro tem.

(d) The proceedings of said Committee shall be recorded in a book to be kept for that purpose, in which shall be entered a summary of each controversy had before them, the award made thereon, and at the discretion of the Committee, the grounds for such award. Said book shall be the property of the Chamber, and subject to the inspection of its members.

(e) Members of the Chamber who may desire the services of the said Committee shall file with the Secretary an agreement, in writing, to submit their case to the Committee, and be bound by their decision, subject to the right of appeal, which agreement shall be signed by the parties thereto, and attested by a subscribing witness. On such an agreement being signed, the Secretary shall call a meeting of the Committee, to be held as soon thereafter as may be convenient to the parties concerned, to hear and decide such controversy. If, in any case submitted to the Committee, for want of evidence or other causes, it may conclude it is out of its power to render substantial justice, it has authority to dismiss such case. In all cases the Committee shall exercise its discretion in the matter of holding and postponing its sessions, dismissing or continuing cases, rendering or deferring judg-ments, and may so exercise its powers generally as to promote substantial justice.

Should application for arbitration with a member of the Chamber be made by a nonmember, the Arbitration Committee may hold such arbitration, provided assent thereto is given by the member in question.

Non-members may ask for the services of arbitrators, provided they will agree to abide by and perform the decision, awards or judgment that may be made by the Arbitrators.

(f) The fees for an arbitration shall be: Where the amount in controversy is under \$\mathbb{P}1,000, \$\mathbb{P}25\$; where the amount is from \$\mathbb{P}1,000\$ to P2,000, P35; where the amount is from P2,000 to P3,000, P45; where the amount is over P3,000, P50. The fees as above shall be deposited with the Secretary in advance by each of the parties to the arbitration, and shall be equally divided among the members sitting on the case and clerk of the Committee. The Committee shall decide by which party to the case the fees shall be paid, or it may divide the fees

at its discretion. All reports and awards of the Arbitration Committee shall be made directly to the Board of Directors, whose duty it shall be to see that such awards are complied with, unless in case of an appeal.

II. Committee of Appeals.--(a) The Board of Directors within thirty days after the general meeting of the Chamber on the last Saturday in January of each year, shall elect a Committee of Appeals; to consist of five members of the Chamber, not members of the Board of Directors nor of the Arbitration Committee, and they shall hold office until the election of their successors.

(b) The Committee of Appeals shall organize within two weeks after their election, and choose one of their number chairman, and one vice-chairman. The Secretary of the Chamber will act as clerk of the Committee, but in case he is unable to do so, they may appoint a clerk pro

(c) A record of their proceedings shall be kept in a book provided for that purpose, in which shall be entered a summary of each controversy had before them, the decision made thereon, and, at the discretion of the Committee, the grounds for such decision. Said book to be the property of the Chamber and subject to the inspection of its members

(d) The Committee shall review any decision the Arbitration Committee, involving over P1,000 in amount, that may be brought before it on appeal, on the written application of the dissatisfied party, within five days after notice of said decision by the Arbitration Committee. The said written application for the services of the Committee of Appeals shall be made through the Secretary of the Chamber, and shall embrace a copy of the original complaint, the decision of the Arbitration Committee, and substantially the grounds of the exceptions taken thereto by the appealing party.

The Committee of Appeals may, if they deem it proper, refuse to entertain the appeal or may entertain the same and confirm, modify or reverse the judgment of the Arbitration Committee, and its decision shall be final and binding It shall report its judgment direct to the Board of Directors, whose duty it shall be to carry it into effect; and in case of refusal to comply with the judgment, the Board shall suspend or expel the recusant member.

In the review on appeal of any decision of the Arbitration Committee of the Chamber, if the parties to the appeal, or either of them, offer any new evidence for the consideration of the Committee of Appeals, that Committee shall not in the first instance be authorized to receive or consider such new evidence; but in such a case it may, in its discretion, refer the matter to the Arbitration Committee, for a rehearing and reconsideration in connection with such new evid-

Consideration of new evidence by the Committee of Appeals, directly or by reference to another committee, shall be granted only in exceptional cases and where the consideration of such new evidence in the opinion of the Committee of Appeals is necessary to prevent or avoid a miscarriage of justice between the parties to the

(f) Each member of the Committee of Appeals, who shall be present at a hearing of any case, shall be entitled to a fee of \$\mathbb{P}5.00\$ for each sitting, to be paid, together with such fee as the Committee may award the clerk by the party against whom the decision shall be rendered, except in such cases as the Committee at its discretion shall otherwise order. Before enter-taining an appeal the Committee shall require the probable amount of fees to be deposited with the Secretary of the Chamber.

## U. S. Shipping Sentiment Favors Extension

Fully 85 per cent of the members of the National Merchant Marine Association, representing the leading shipping interests in all parts of the United States, favor the extension of the United States coastwise laws to the Philippines, according to the results of a questionnaire recently sent out. Every phase of the merchant marine problem was covered by the questionnaire, and the best versed and most experienced shipping people in the country answered it. The complete result of the poll follows, as reported in United States papers the end of March:

1. Do you favor a general plan of subsidiza-tion as an aid to the development of the American merchant marine?

Yes, 91 per cent; no, 9 per cent.

Do you favor the repeal of Section 34 of the Jones act?

Yes, 38 per cent; no, 62 per cent.

3. Do you favor the amendment of Section 34, so as to give the President discretionary power as to its enforcement?

Yes, 44 per cent; no, 56 per cent.

Do you favor the passage of direct legislation by Congress, establishing discriminating duties and discriminating tonnage dues?

Yes, 31 per cent; no, 69 per cent.

Do you favor the enforcement of Section 28 of the Jones act, applying preferential rail-rates on shipment in American vessels?

Yes, 74 per cent; no, 26 per cent.

6. Do you favor the enforcement of Section 21 of the Jones act, extending the coastwise laws to the Philippine Islands and reserving, trade between the United States and the Philippines to vessels under the American Flag? Yes, 85 per cent; no, 15 per cent.

Do you favor setting aside a percentage of the annual customs receipts as a fund to be applied as a subsidy to American shipping?

Yes, 70 per cent; no, 30 per cent.

8. Do you favor setting aside the revenue from tonnage dues on vessels entering American ports as a subsidy for American shipping?

Yes, 71 per cent; no, 29 per cent.

9. Do you favor an increase over the present rates of tonnage dues, the revenue to be applied as a subsidy for American shipping?

Yes, 55 per cent; no, 45 per cent.

10. Do you favor a system of marine insurance to be conducted by the government, the benefits of which would be received by privately owned vessels under the American flag, as well as by the government's own vessels?

Yes, 58 per cent; no, 42 per cent.

11. Do you favor placing the army transport service under privately operated American lines?

Yes, 94 per cent; no, 6 per cent.

12. Do you favor having 50 per cent of the immigration into the United States restricted to American ships?

Yes, 81 per cent; no, 19 per cent.

13. Do you favor a remission of Parama canal tolls in favor of American ships?

Yes, 56 per cent; no, 44 per cent.

Do you favor making income from the sale of goods exported and imported in American vessels free from taxation?

Yes, 46 per cent; no, 54 per cent.

15. Do you prefer the application of a definite portion of the subsidization proposed to the development of new trade routes for

Yes, 70 per cent; no, 30 per cent.

#### RECENT INCORPORATIONS

DOMESTIC

March 9, 1922. .

LA NUEVA ESPERANZA, Domalandan, Pangasinan; nipa products, including nipa wine; capital stock P14,000, all paid up; Directors: Cornelio A. Cruz, Espiridion Tandoc, Mariano B. Brabo, Andres Casuro, Eustaquio Ferrer (treasurer), Severino Sison, Canuto Quimson.

March 17, 1922.

LITOGRÁFIA MONTES, Manila; continuing business now being carried on under name of "Viuda e Hijos de R. Montes y Cia."; capital stock P400,000, subscribed P400,000, paid 9321,600; Directors: Antonio Gimenez, Pedro Ramirez, Francisco Hidalgo (treasurer), Victoriano Onrubia, José Montes.

March 23, 1922.

MALINAW TEMPLE ASSOCIATION, San Pablo, Laguna, P. I.; erection of temple for Masonic and business purposes; capital stock ₱30,000, subscribed ₱6,030, paid ₱3,090; Directors: Telesforo Reyes, Dalmacio Aquino, Inocencio F. Barleta, Feliciano F. Exconde, Felipe Urtola (treasurer), Ricardo P. Ticzon.

March 24, 1922.

MAGALIANES PRESS, INC., Manila; printing; capital stock \$\mathbb{P}100,000\$, subscribed and paid \$25,000\$; Directors: E. Clemente, M. Zulueta de Clemente, H. Cameña, E. Dizon, J. Ma. Cavanna (treasurer).

March 28, 1922.

MAGDALENA ESTATE, INCORPORATED, Manila; improvement and urbanization of certain land in municipalities of San Juan del Monte and Mariquina, province of Rizal, known generally as the Magdalena Estate, etc.: capital stock P4,000,000, subscribed and paid P2,225,000; Directors: Mrs. Magdalena Hemady, K. H. Hemady (treasurer), Felipe Ysmael, Halim Vsmael, Sidney C. Schwartzkopf.

ASERRADORA DE GANDIA, INCORPORATED, 214 Gral. Luna, Manila; to exploit concession and bacienda of J. E. Canovas, island of Paragua; capital stock \$\frac{P125},000\$, subscribed and paid \$\frac{P63},800\$; Directors: Eduardo Carceller y Rodriguez, J. E. Canovas, Emilio Carceller y Rodriguez (treasurer), Gaspar Anduiza, Amando H. Soliongco, Felix Socias, 'Eduardo Gutierrez Repide.

CHINESE COMMERCIAL NEWS COMPANY, INC., Manila; to take over the Huachiao Commercial News and publish same under the name of Chinese Commercial News; capital stock \$\mathbb{P}\$20,000, subscribed and paid \$\mathbb{P}\$6,100; Directors: R. Machuea Go Tauco, Yu Yi Tung, Yu Cuan Sch, Lim Sae Gim, Go Jocco, Yu Tiong Sing (treasurer), Yap Tian Sang.

March 30, 1922.

San Juan Mutual Building and Loan Association, San Juan del Monte, Rizal, P. I.; capital stock P2,000,000, subscribed and paid P1,400; Directors: H. W. Elser, R. J. Fernandez, P. D. Carman, J. L. Headington (treasurer), J. L. Pierce, J. F. Boomer, W. E. Gabelman,

April 1, 1922.

MANILA LUMBER MERCHANTS' ASSOCIATION, Manila; no capital stock; Directors: Vicente Gotanico, S. C. Choy, Li Tsung Ling, Yu Cong Eng, E. T. Yu Chengco, Go Lang, Sy Ching, Dy Cho, José Velasco, Dee C. Chuan, Tan Samco. Sy Piao, Benito L. So Chiaco, R. Machuca Gotauco.

SIMPLEX TRADING COMPANY, Manila; import business; capital stock \$\mathbb{P}\$150,000, subscribed and paid \$\mathbb{P}\$51,500; Directors: Modesto M. Lim (treasurer), Bartolomé Pons, Santiago Gimenez, Santiago Benales, Antonio Carballo.

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April 5, 1922.

ALANGAN ESTATE, INCORPORATED, Manila; purchase, sale, lease and exploitation of lands for agricultural and stock raising purposes; capital ₱100,000, subscribed and paid ₱42,000; Directors: Maximino de los Reyes, Eugenio Evangelista, Catalino Estrera (treasurer), Bernabé G. Gutierrez, Rita P. de Ocampo.

April 10, 1922.

THE BOTA PRINTING COMPANY, INCORPORATED, Manila; capital stock \$\mathbb{P}60,000\$, subscribed and paid \$\mathbb{P}22,200\$; Directors: Garcia Bosque, S. H. Musick, G. T. Herrmann, H. O. Haynor, G. Andrews (treasurer).

G. Andrews (treasurer).
San Juan Painting Company, San Juan del Monte, Rizal, P. I.; capital stock \$\mathbf{P}10,000, subscribed and paid \$\mathbf{P}2,100; Directors: H. W. Elser, P. D. Carman, T. I. Weeks (treasurer), M. P. Mull, José de Guzman.

April 19, 1922.

SAN JUAN CONSTRUCTION COMPANY, San Juan del Monte, Rizal, P. I.; capital stock, \$\mathbb{P}20,000\$, subscribed \$\mathbb{P}4,000\$, paid \$\mathbb{P}1,000\$; Directors: H.

W. Elser, P. D. Carman, T. W. Parkin (treasurer), T. A. Fitzgerald, José de Guzman.

VALHALLA HOTEL CONSTRUCTION COMPANY, Manila; to acquire by purchase certain real property consisting of approximately 19,200 square meters situated east of calle F. B. Harrison, Pasay, Rizal, opposite the Manila Polo Club, and construct thereon a hotel and cottages for hotel purposes, etc.; capital stock \$200,000, subscribed and paid \$P62,700; Directors: Geo. B. Asp (treasurer), Thos. D. Aitken, E. Moffat, Pedro Soriano, Tirso Collantes.

The U-Drive Automobile Company, Incorporated, Manila; capital stock \$\mathbb{P}25,000, subscribed \$\mathbb{P}5,000, paid \$\mathbb{P}1,300; Directors: Henry W. Elser, C. W. Rosenstock, E. E. Elser, I. P. Short, T. W. Parkin (treasurer).

STANDARD SANITARY ENGINEERING COMPANY, Manila; general sanitary and plumbing contracting; capital stock \$p\$25,000, subscribed \$p\$5,000, paid \$p\$1,300; Directors: John T. Haas (treasurer), Frank J. Moore, Alvaro Reyes, Alejandro Desamparado, L. R. Dancel.

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#### SCHEDULE OF MEETINGS

Monday, May 8, at 1 p. m.: Regular meeting, ilders Section.

Tuesday, May 9, at 4 p. m.: Regular meeting, ard o! Directors.

reducteday, May 10, at 1 p.m.: Regular meet-Active and Associate members.

Monday, May 15, at 1 p. m .: Regular meeting, uilders' Section; 4 p. m., regular meeting, Newspermen's Section.

Tuesday, May 16, at 4 p. m.: Regular meet-g, Board of Directors.

ns, poard of Directors.
Monday, May 22, at 1 p. m.: Regular meeting, builders' Section.
Tuesday, May 23, at 4 p. m.: Regular meeting, Board of Directors.
Wednesday, May 2'.

Wednesday, May 24, at 1 p. m.: Regular eting, Active and Associate members.

onday, May 29, at 1 p. m.: Regular meet-Builders' Section; 4 p. m., regular meeting, ewspapermen's Section.

Tuesday, May 30, at 4 p. m.: Regular meet-Board of Directors.

Thursday, June 1, at 4 p. m.: Regular meet-Embroidery Section.

Monday, June 5, at 1 p. m.: Regular meeting, 'ders' Section.

usday, June 6, at 4 p. m.: Regular meeting, rd of Directors.

#### NEW AUTOMOBILE GUIDE

Irving Posner, formerly managing editor of h Manila Cablenews-American, has just publish-d an Automobile Guide for the Philippines, overing all the principal roads of Luzon. It is polusely illustrated and should prove an indisprisable handbook for every automobile owner, be book contains 102 pages and sells for \$\mathbb{P}1.00\$,

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## Northcliffe Reviews His Far East Trip

Monte Carlo, Feb. 22.-What is wrong in the world outside of Europe?

How can America help to make the world

a better place to live in? First, the struggle for the domination of China, which Anglo-American co-operation may possibly frustrate, is the most thrilling subject

in world politics.

Second to the Chinese puzzle, the shipping dilemma is worth watching.

Third, it should be remembered that Japan's

war party is never asleep.
Fourth, a minor world problem, but interesting to the future of the United States, is the 3,000 Philippine Islands with their eighty different languages; and

Fifth, the mysterious migration to the city from the country that is common to all English speaking peoples, which must be checked.

CHINA DISINTERESTED IN CHINA
Starting on my trip from Washington in
July, after an inspiring half hour with President
Harding and two enlightening conversations with
Secretary Hughes, I soon found myself in a
curious position. The closer I got to China,
which was the principal subject of discussion in
the conference seeking disarmament, the less
I found of public interest or belief in what is
destined to prove the most important gathering
of hun:an beings in the history of the world.
The future of the 400,000,000 Chinese did not
seem to trouble the Orientals nearly as much as seem to trouble the Orientals nearly as much as it troubled the wise men in Washington. Take Australia and New Zealand, great domi-nions, one of which is as large as the United States.

Both are threatened with the yellow tide, but

they did not even propose to send represent-atives to the Washington Conference. The Japanese war party, which rules Japan, was angered at the idea of the conference, but when it saw that the United States was in earnest it concluded that discretion was the better part of valor and adopted an Oriental smile. So far as I can gather from cable reports, they resolved to continue smiling through the conference, which was wise, especially in view of their labor and

shipping troubles and political unrest.

The Chinese have been fooled so often that beyond some anxiety as to how the delegation would raise the steamship fare to Washington they seemed almost as apathetic as our folk in

they seemed atmost as aparticute as our rolk in the British dominions in the Pacific.

Now the conference is over. It has been a success, making Versailles, San Remo, Spa and the rest of the conferences look like 30 cents. It remains now for the newspapers to report the public and secret land-grabbing in the Far East.

#### AMERICAN TOURISTS IN ORIENT

Japan waives in Shantung, but retains a warm embrace around China in Corea and Manchuria. A novel feature of the situation is the well developed organization of American tourists

in Japan and China. These countries seem to be superseding Europe as American vacation resorts. The Japanese and Chinese hotels some almost as good as your best—are filled with American visitors, who are in a position to render a service to the world by reporting back home on any Japanese aspiration to dominate China first and then the entire world, as expressed in Japanese books or newspapers. I am thoroughly glad to be alive to the thrilling subject of the struggle for the domination of China from personal observation.

#### FOUND SHIPS EMPTY

In the course of my investigation I spent about 130 days on ships, big and little, British, French, Dutch and those of other nationalities with few exceptions they were empty or half empty. It was as though America's railroads empty. It was as though America's railroads and automobiles had quit and were tied up in depots or garages. Every available place in ports seemed full of ships rusty and forlorn. Except for a sick horse, nothing is so miserable as a sick ship. You know empty ships as an American problem. I know them as a world problem. Nevertheless more and more new ships to the support of the problem.

American problem. I know them as a world problem. Nevertheless more and more new ships are being pushed on the market daily. Speaking of the multi-tongued Philippines, the people who do the most talking are the Filipinos, smooth, eloquent orators and musicians. They are more vocal than practical. But I saw other inhabitants of the Islands, speaking other of the seventy-nine languages, who have not the slightest intention of being ruled by the orators and musicians.

Manila Filipinos Loyal In your conquest of the Philippines they were In your conquest of the Philippines they were the bravest people you had to fight. I found them extremely loyal to American ideals, whereas the Manila Filipinos are most outspokenly ungrateful for a generation of unselfish American attention by administrators, doctors, teachers and nurses, who have raised them from an unsanitary, lazy condition to their present position.

As an unbiased observer not interested in

As an unbiased observer not interested in American politics I consider that General Wood's arrival saved the islands from a relapse into semi-barbarism toward which they were drifting.

ENGLISH-SPEAKING FOLKS RESTLESS

The interest of most Americans in the Philippines is sentimental, but the British and the Australians know Manila as probably the finest distributing center in the East, not excepting Hongkong.

There is a striking similarity in the tendencies

of all English-speaking peoples to leave the country for the cities. Take Australia. Down there in the never, never land you may look out of the train window for hours without seeing a human being. All sorts of reasons are given for this disease which seems to affect only persons speaking English.

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## DE LINE

## CHAMBER NOTES



The outstanding development of the past month has been the decision of the Board of Directors to lease the building in which our present quarters are situated. Considerable thought was given to the problem by the Directors, and, after considering other plans, including the top floor of the Pacific Development building, the present building was chosen. The site is centrally located and the terms of the lease are such that the Chamber will be enabled to have adequate quarters at a minimum cost. Immediately after the lease was decided upon, the Builders' Section was called into conference

Immediately after the lease was decided upon, the Builders' Section was called into conference by the President and the members of that Section were asked to submit plans for remodelling the building to the best advantage of the Chamber At the time this issue went to press only two plans had been submitted, but the Builders have been given additional time in which to submit their drawings and estimates. The Board of Directors will then select the most suitable plan and proceed with the alterations. Suggestions from individual members are welcomed.

With the installation of new and more commodious quarters, the Chamber ought to gain still further in popularity as a meeting place for American business men in Manila. A number of added attractions and features are promised by the House Committee for the new quarters, and it is stated that the ladies will be particularly well taken care of.

Two of our Directors, Mr. Feldstein and Mr. Rosenstock, have left on vacations out of the Islands. Mr. Feldstein will spend some weeks in Japan while Mr. Rosenstock goes on a combined business and pleasure trip to the United States. He expects to be gone only about three months. Mr. Gaches takes Mr. Feldstein's place as Treasurer during the former's absence and also takes Mr. Rosenstock's place on the Finance and Auditing Committee.

On Friday, April 21, the members of the Chamber and their friends had the pleasure of listening to Miss Alice Arvidsen, of Denver, Colorado, a vocalist of note who was passing through Manila. Miss Arvidsen, accompanied by Mrs. Wilma Hillberg, charmed the audience with her sweet yet powerful voice. One of her selections was "The Moon Man," written by M. D. Silas, one of the passengers on the Golden State, the vessel on which Miss Arvidsen arrived. The song made a decided hit. Mrs. Hillberg was persuaded to render a selection on the piano and was forced to play two encores. She has an enviable reputation as a professional artist in New York City and the continent.

Among the regular patrons of the luncheon hour these days is E. M. Bachrach. Colonel Gordon Johnston has been away on inspection trips and polo practice to such an extent that he has not had time to drop in as often as usual. We expect him back at his regular place, however, as soon as His Royal Highness, the Prince of Wales, has paid Manila his visit.

J. L. Pierce, who is in charge of the arrangements for the new Round Table, reports that the table should be completed by the time the new quarters are opened. It is being manufactured in Bilibid and will be nine feet in diameter. George B. Wicks has figured out that it will comfortably seat 20 persons. Table is ready for delivery now.

Our Clothes are full of snap, style and wear SYYAP TAILORING CO., Inc.

Chess is becoming quite the vogue around the Chamber, where at almost any hour of the day one or more hotly-fought matches are in progress. The principal chess fighters recently have been Members Lawson, Moody, Redline, Sellner, Marker, Victor Hall, and McClellan. A championship tournament would seem to be in order.

Associate Member William Hirschfielt of Davao arrived in Manila the latter part of last month for an extended stay.

Associate Member Charles J. Burch left for the United States on April 27 on vacation.

Associate Member M. L. Stewart is with us again after a six months' absence in the homeland, where he did a great deal of boosting for the Chamber and the Philippines in general.

Associate Member Whipple S. Hall is back in Manila after attending the American Legion Convention as Philippine delegate. Incidentally he disseminated much information about the Islands and distributed about 25,000 Philippine cigars.

Active Member Paul A. Meyer is again in town, having spent several months abroad on business and pleasure combined.

W. N. Chatfield, who represented the Koster Company, left for the United States during April Mr. Chatfield was a frequent visitor at the Chamber and will be missed by a host of friends.

Active Member Carl Hess left for the United States and Europe on his first vacation out of the Islands in nearly 20 years. He expects to be gone about six months.

President C. M. Cotterman spent about ten days in Baguio during April, returning about the middle of the month.

The Chamber restaurant was the scene of a despedida for Sam Hawthorne, of the Hamilton-Brown Shoe Store, on Saturday night, April 15. Twenty of Sam's friends sat down to a well-appointed dinner served by Fred Hurst, our new steward.

Active Member John T. Pickett has returned to Manila from a vacation spent in the bracing mountain air of Baguio.

Senator George H. Fairchild was absent the first part of April, having gone to the Mindoro Sugar Estate for an inspection trip. He reports excellent progress in the milling operations on the Estate.

Active Member Thomas J. Wolff left for the United States April 30 on an extended business and vacation trip that will take him to the United States and Europe.

Associate Member D. D. Andrews spent a week in Manila on business for the Syndicate Mining Company, of Aroroy, Masbate.

Amos G. Bellis of J. P. Heilbronn and Company left for the United States the latter part of April for a well-carned vacation.

Among those who departed for the homeland on the Keystone State, April 30, was Associate Member Joseph E. Fox, who expects to be away several months.

J. C. Patty, assistant manager of Macleod and Company, left for the United States during April with his family for a vacation trip.

Friends of Associate Member Bernard Schlesinger will be glad to hear that he is rapidly recuperating from the serious operation that he had to undergo about the middle of last month.

Active Member J. B. Armstrong took a flying trip to Cebu and other southern islands ports during the latter part of April on business connected with the Admiral Line's shipping activities.

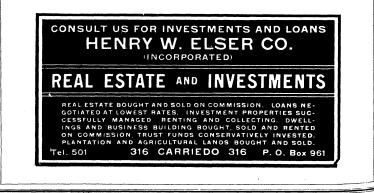
Professor Clarence G. Wrentmore, chairman of the Builders' Section, is spending the hot season in Baguio.

Associate Member A. G. Yankey arrived in Manila last week from Pulupandan, Occ. Negros. He has been engaged in engineering work in connection with some of the largest sugar centrals in the Visayan region.

Associate Member John Gordon was awarded the contract for the continuation of the work on the new Senate building on calle P. Burgos and is proceeding apace with the job. Associate Member A. E. Haley is associated with Mr. Gordon in the work.

Associate Member W. N. Bartholomew has been granted permission by the Board of Directors to form a bowling team representing the Chamber in the next Philippine bowling tournament. He is looking for suitable material Bowlers please step forward.

Philippine Engineering, Inc., report that they have had a record month in the sale of shellcraft maps through their advertisement in the April issue of the JOURNAL. It pays to advertise especially in the JOURNAL.



## NEW PROCESS FOR TREATING LEAF TOBACCO FOR WRAPPERS

The United States Patent Office on December 20, 19.1, granted a patent to Dr. José S. Villacorta, of San Ildefonso, Bulacan province, for a process of treating leaf tobacco which, he claims, renders the ordinary leaf suitable for cigar wrapping purposes, doing away with the necessity and expense of employing high-priced and specially grown tobacco leaves for cigar wrappers. The process is one of denicotinization and bleaching and the complete treatment consists of two processes, one mechanical and the other chemical. In his application for the patent, Dr. Villacorta says that any tobacco leaf can be used provided it is well cured, and free from physical

provided it is well cured and free from physical defects. The leaf is moistened with water and divided into halves by cutting it through the midrib. It is then pressed between two sheets of paper to remove the excess of moisture. The next step is to place it on a sheet of abrasive glass paper and pound it lightly with a rubber hammer having a soft round head, or roll it with a small heavy roller. This produces on the surface of the leaf minute holes or bruises, insuring a thorough penetration of water or chemical solution, without too extended an immersion.

The leaves are then immersed in distilled water for ten hours. The water is changed and they are left in for another 14 hours. They are then thoroughly washed with tap water until the

washings run out clear.

The leaves are next transferred to a solution containing one gram of salt to 1,000 cubic centimeters of water and potassium permanganate in the proportion of 4.5 grams per thousand. Two leaves, i.e., four halves, should be placed in one liter of this solution and allowed to remain there from one and one-half to three hours, depending upon the degree of bleaching desired. This solution may be used three or four times without exhausting its oxidizing properties.

The leaves are now washed again thoroughly and then immersed in a 5.5 grams per thousand solution of oxalic acid with 1 cubic centimeter of citric acid or 2 cubic centimeters of lemon juice to the liter. Four half leaves should be placed in one liter of this solution from 45 minutes to two hours. They are then thoroughly washed again. The wet leaves are hung up to allow the water to dribble down, and are then placed between sheets of blotting paper until the excess of water is removed. They are used for wrapping purposes while still in a damp condition.

#### PURCHASE POWER OF U. S. CITIES

Statistical data collected by the Research Bureau of the San Francisco Chamber of Commerce from financial and tax reports show that San Francisco during the month of September, 1921, purchased commodities aggregating \$757, 502,000, which is 39 per cent of the total for the State of California, amounting to \$1,930,000,000.

Conparative figures have just become available for that month, showing relative spending capacity of several cities of the country. They follow.

0	Mo	NTHLY	PURCHASI	ES
San Francisc Berkel	o			\$ 757,052,000
				13,949,000
				77,672,000
				427,974,000
				2,545,564,000
				887,455,000
				494,187,000
				335,760,000
Clevel nd New York				484,641,000
				16,235,050,000 496,408,000
Pittsburgh				600 026 000

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## A CLOSE-UP OF MUSCLE SHOALS

By FREDERICK SIMPICH

(The author of this article was formerly a Manila newspaperman and is well known in Manila business and newspaper circles. He left the Philippines about 12 years ago to enter the U.S. Consular Service and since then has been a steady contributor of fiction and feature articles to magazines and newspapers. This article, which gives a very clear and concise description of the Muscle Shoals project, appeared in the January number of The Nation's Business, the official organ of the Chamber of Commerce of the United States.—The Editors.)

In all the stirring annals of the awakening South, no one event stands out like the great industrial drama of Muscle Shoals. To this vast, rich, but backward Tennessee Valley—"the Dimple of the Universe," as the romantic natives call it—the World War brought sudden, sweeping changes. Overnight, almost, Uncle Sam poured thousands of men and millions of money into this smilling, sleepy region; at Muscle Shoals, near Florence, Ala., giant power and nitrate plants were rushed to completion to make powder for fighting Germany. Prosperity—a flood of government money and fat payrolls fairly engulfed all northern Alabama. At Sheffield men paid a dollar a night for the privilege of sitting in a chair to sleep, and tales are told of bold brokers who felt so flush that they even staked houses and lots in poker games.

Then the armistice—and the cold gray dawn of the morning after. Smoke ceased belching from towering stacks, for Uncle Sam had built and worked the plant only as a war emergency. So wheels stopped humming, the army of workers trekked over the hill, and the ghostly silence of ruined Pompeii settled down on rows of empty houses, on stores, theaters and churches—boarded up like Coney Island in January.

Yet here today stands a plant of marvelous potentialities, shut down, not because the country is not hungry for its product, but merely because Congress financed its operation only for the period of the war. Time and again, too, in years past, the engineers and power experts of the nation have called attention to the vast hydro-electric possibilities of Muscle Shoals. There is more horse power going to waste here, it is said, than has yet been developed in all other southern water-power developments taken together. Next to Niagara, engineers say, there is nothing like it in all our country.

The one outstanding war-time project which should be continued as a peace-time undertaking at the same time retaining all its wartime functions for public safety—is this enterprise at Muscle Shoals, says the American Farm Bureau Federation's investigating committee in a recent report. There is no problem of conservation more vital, the report adds, than that of preserving the fertility of our soil; those who dwell in cities are of course as much concerned in our food supply as those who actually grow the crops.

In May last a special committee from the Mississippi Valley Association, sent to investigate the Muscle Shoals project, recommended that \$10,000,000 be appropriated by Congress to carry on construction of the partly finished work. Congress failed to do this, and lately Mr. Henry Ford has offered to buy the project from the Government. Because of the magnitude of the undertaking and its importance to the whole nation a brief sketch of what has already been done at Muscle Shoals may be interesting.

The Tennessee River at the Shoals, from which it is planned to take power to operate the nitrate plants, and for sale to other industries, is as large—at average flow—as the Ohio at Cincinnati or the Mississippi at Dubuque. The banks of the river are of such a height that a 100-fone head of water may be held without building any retaining walls or dikes, except the dam itself.

The big dam, known as the Wilson Dam, is about one-third finished and one-half paid for; when complete, it will be 4,426 feet long, 160 feet wide at the base, and will be the largest single piece of monolithic concrete construction in the world. Its height from the original river bed to the bottom of the overflow gates is 80 feet, and to the roadway on top, 133 feet.

The pool formed by the dam will extend about 17 miles upstream, and the total amount of land flooded by the water will be about 9,000 acres. This area has been practically all bought and paid for by the Government.

Two sections of the great dam, one at the north bank and one in the center of the river on an island, are partly completed. The foundation is laid for nearly all the rest of the dam, and excavations for the power plant have been made. Two locks for navigation purposes are also partly excavated, each with a lift of 45 feet and with dimensions adequate for the largest river craft.

A fully equipped nitrate plant, known as No. 2, which cost \$69,000,000 and with a capacity of 110,000 tons per annum of ammonium nitrate, stands near by. This giant cyanamid process plant covers nearly 2,000 acres, and during the war it employed 20,000 men. It was rushed to completion and was producing nitrate in just one year—during the war.

one year—during the war.

Near by stands what is said to be the largest steam power plant in America. It was built so that this nitrate plant No. 2 could begin production without waiting for the completion of the Wilson Dam, which was expected to take about three years. This great steam plant produces nearly as much electrical energy as any other steam plant ever built, and contains one steam turbine unit with electrical generators which generate 60,000 kilowatts or 80,000 horse power. In addition there is provision for a smaller unit capable of producing 40,000 horse power, or a total for the entire steam-power electric plant when completed of 120,000 horse power—ample to operate the electric furnaces in another part of the plant.

The boiler-room of this immense plant holds a battery of fifteen units, each rated at 15,000 horse power. It burns 1,500 tons of coal per day—but is so remarkably equipped with automatic stokers and other devices that ten or twelve men can easily operate the whole plant.

All told, Uncle Sam has spent on this project a total of about \$105,000,000. This amount, however, includes the cost of a nitrate factory known as Plant No. 1, near Sheffield, where the Haber process was employed, but which was given over largely to experiments.

given over largely to experiments.
Such, briefly, is the great Muscle Shoals project as it stands today. Peace has come, and in peace the lessons of war are forgotten; already we have forgotten that when the Great War started we had powder enough for less than three hours of fighting—and had to bring our nitrate all the way from Chile! But even in peace, every day adds its acreage to our growing area of wornout, abandoned farms, farms which only artificial fertilizers can restore to speedy production. Let us see, then, what the completion of this dam might mean to American agriculture.

Though we are the richest nation on earth, in agriculture we have burnt the candle at both ends. At first we farmed only the best soil, or moved farther west, or grew content with smaller returns as farms began to wear out. Today, however, our population is increasing twice as fast as our crop production—we simply must grow more food, or eat less! As long ago as 1898, Sir William Crookes, then president of the British Association for the Advancement of Science, pointed out that the world's food consumption was running beyond the capacity of the cultivated land producing it. The only way world starvation could be averted, he said, would be by the universal use of a bountiful supply of fertilizer containing that most valuable element, nitrogen.

KEEPING THE SOIL YOUNG

Every wise American farmer now knows that the fertility of his soil depends upon the phosphoric acid and potash, and in a greater measure, upon the nitrogen it contains.

But because in the beginning we had virgin fields and fertile lands in such abundance, we were careless in our farming methods; and today we find that we have robbed vast areas of once good farming land of that nitrogen which only centuries can restore by natural processes.

Plain as this fact is to everybody, we must yet confess that America, despite her wealth and progress, is at least fiteen years behind countries like Germany, Norway, Canada, France, and even Japan in the production of nitrogen fertilizers. Though we have paid Chile to date nearly \$850,000,000 for nitrates, and though we pay each year vast fortunes to the German Potash Syndicate, and though we have a wealth of waterpower and a host of electric furnaces, till very lately we had not made one pound of air nitrates for use on our hard-taxed soil. Of all great nations, we, the poorest of all nitrogen paupers, are practically the only one which has not seized this beneficent gift of science—a gift that can save us from inadequate crop yields and rising food prices. Germany alone has built up an air-nitrate industry with an annual output of millions of tons, freeing her forever from dependence on Chile, insuring her bountiful food crops, powder in plenty when needed again, and even actually enabling her to export this product of the air and sell it for good money.

So, no matter who may finish the Muscle Shoals project, the day it starts making air mitrates will be a red letter day in the annals of American agriculture. But it will be only a beginning—for even if developed to maximum capacity, this plant could hardly produce one-fifth of our actual needs. Georgia alone could use a million tons a year. Undoubtedly one of the greatest industries in all America, in the future, will be the production and distribution of artificial fertilizers; eventually our needs must become so imperative that perhaps the central government itself will be compelled, in order to save the nation from going hungry, to take control of the fertilizer trade to develop other power plants like the one at Muscle Shoals.

You can visualize the importance of nitrate

You can visualize the importance of nitrate to this nation when you stop to reflect that our average corn crop takes from our soil about 3,000,000,000 pounds of nitrogen; that a 15,000,000 bale cotton crop uses up 500,000,000 pounds of nitrogen; that every year, all our crops together probably use up 6,000,000,000 pounds! Of course the alchemy of nature is always at work, restoring this lost nitrogen, but it does not work fast enough to keep pice with the constant needs of growing crops.

Then, too, with enough cheap power we

Then, too, with enough cheap power we might free our farmers from their enslavement to the German Potash Trust. Under the whole Allegheny Range, geologists tell us, there lies a deposit of "Georgia shale," so named from the enormous deposits in northwest Georgia, which runs from 8 to 12 per cent in insoluble potash. By electric furnace treatment the potash in this shale becomes soluble; so we might in time either free ourselves entirely from dependence on Germany or at least lorce down the arbitrary high prices now charged by the German syndicate.

A FORTUNATE LOCATION

As for the third element in a complete fertilizer, phosphoric acid, this is also now obtainable by breaking down phosphate rock in electric furnaces, instead of by the less practicable method of using sulphuric acid. Fortuitously,

too, one of the largest phosphate rock deposits in the United States lies adjacent to Muscle Shoals, at Mount Pleasant, Tenn.

It is hard for the average man to understand

how anybody, even a slight-of-hand performer, can take a hatful of air and pull an ounce of nitrogen out of it. It is a trifle easier to grasp, maybe, after you've been through the air-nitrate plant about six times and had it all demonstrated to you, but even then you keep wondering how the first fellow ever came to think of it. One guess is that he reasoned backwards—back to the simple peasant habit of "plowing under" clover or bean vines to "rest" a tired farm, simply nature's way of fixing atmospheric nitrogen by taking it out of the air and putting it in the soil in tubercules on the roots of legumes. This is just what man now does, by the use of machine and chemistry.

And, whether you want air nitrates to make gunpowder or to fertilize your potato patch, their process of manufacture is the same.

for ninety years, or since 1831, both Alabama and Uncle Sam have been spending money on locks and canals along the Muscle Shoals stretch of the Tennessee River. Just now, however, all navigation is blocked here by the partly finished dam. When complete, the vast inland lake created by the dam will enable the largest river craft to pass easily over the inundated shoals; great locks will pass such craft through the dam, and then the vast, rich basin of the Tennessee, with its coal, limestone, coke, iron, lumber and farm products, will be tied up with the 13,000-mile network of navigable inland waters of the Mississippi basin.

Army engineers have estimated that the cost of the improvement at Muscle Shoals, properly chargeable to navigation, should be about eight

and a half millions.

They say that the improvement of the river for navigation alone would cost more than its present traffic would justify; but when coupled with an industrial development that means cheaper fertilizer, cheaper electric power for sale, a big plant on which the Government might depend for nitrates in case of war, the river improvement seems to be very much worth

Flood control, too, a serious problem that faces the nation, might well find its beginning in the completion of this dam in the Tennessee.

FORD'S PROPOSITION
This, briefly, is the plant Mr. Ford has offered to buy. Should he do so, it will be perhaps the largest transaction of its kind ever closed. Here is what he offers:

To lease water-power equipment for 100 years, at a price that will pay the Government 6 per cent on the estimated cost of completing the two dams, or \$28,000,000.

To pay the Government annually a sum that will in 100 years retire nearly its entire war time

investment on water power.

To buy the nitrate plants and other property for \$5,000,000 cash. To pay the estimated cost of upkeep and repairs

on the dam and water-power equipment and furnish free power to operate the navigation locks.

To make nitrates in Plant No. 2, to conduct researches for keeping the plant up to date in developing cheaper fertilizer-producing methods,

and to limit fertilizer profits to 8 per cent.
Such is the story of the power and value of
saling waters at Muscle Shoals, Niagara of the
South. Nowhere, perhaps, has Nature set her stage more favorably for a vast, industrial drama. have shot wild guineas amid the ruins of Baby-lon, where Sir William Willcocks dammed the Euphrates to water the farms of Mesopotamia; I've fished for bass above the giant Roosevelt Dam, and I know the Valley of the Nile, with its modern miracle at Assuan. But I know no other power or irrigation site, any place, where the wealth and strength of nature seems so peculiarly assembled and ready for man's use, as here at Muscle Shoals.

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#### NEW PLAN FOR REVIVING FOREIGN TRADE

That the Ter Meulen bond, for the financing of international credits, is the only manner in which trade between the nations may be pulled out of the slough of despond, is the opinion of Sir Drummond Drummond Fraser, who, as the guest of the American Bankers' Association, was recently in New York seeking support for the plan, which has been adopted at the meeting of the American Bankers' Association on the Pacific Coast as the most feasible plan for reviving foreign trade. Sir Drummond Drummond Fraser is an executive of the Manchester and Liverpool District Bank.

The plan has been adopted by the British government, who will guarantee their own manufacturers holding a Ter Meulen bond, 85 per cent of their risk, and will guarantee home banks subscribing the capital of corporations on the Edge principle, 70 per cent of their risk; by the World Cotton Conference last June; by the Congress of the International Chamber of Comerce last July; by the British Association in September and by the American Bankers' As-

sociation in October.

In an interview Sir Drummond Drummond Fraser declared that the plan secured the forma-tion of an international organization for the provision of guarantees, which, on the one hand, will insure adequate security for exporters and, on the other hand, will protect the autonomy of the importers' countries. "The League of Nations is not committed to any financial or administrative obligation," declared Sir Drummond. "It merely acts as a trustee. It is proposed that the international organization shall consist of, say, a dozen representatives, chosen from the creditor countries only. It goes without saying that the borrowing countries must be members of the League.
"Borrowing countries must take the first

They must notify the organizer (pending step. They must notify the organizer (pending the formation of the international organization) what specific assets they are prepared to pledge for the credits. Although the plan was originally intended for countries stricken by the war, it can nevertheless be applied to any countries requiring credit. The conditions are—that the countries must balance their budgets within no distant date; the printing press must be stopped; the barriers restricting the movement of goods must be removed and only those goods must be imported on credit which are essential to the stimulation of the productivity of the country and the re-creation of export trade.

"Naturally the chief benefit goes to the exporter. The chief risk is the importer's. But this risk is covered by the bond. Armed with the bond the importer will be able to treat with the American exporter, who receives a collateral security for the goods he sells, which has stood the test of the financial exports of the leading

countries of the world.

"The finance of the bonds is simple. In the European countries the bond will be financed by the banks and other financial corporations as a satisfactory security. Before the war all the countries involved were dependent for the finance of their foreign trade upon the reservoir of the London sterling bill or exchange. day the American exporter must have the courage to give a longer credit. This courage can be stimulated by the Ter Meulen bond." "The most efficient aid," he declared, "can be

extended by the American investor by invest-ment in the securities of the Edge law banks. These banks can hold the Ter Meulen bonds as a security to finance foreign trade by American exporters. The machinery has already been provided through these banks and by the War Finance Corporation. All that is needed is liberal support of these credit instruments to thoroughly and fully revive foreign trade."

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#### ADLAY, RIVAL OF WHEAT AND RICE

The Bureau of Agriculture has just issued Vol. XIV, No. 2, of the Philippine Agricultural Review, which as usual is replete with information.

Aside from other articles this number has a lengthy report on agricultural conditions in the Philippines in 1920, comprising a series of tables showing the area, production and value of the principal crops for the last 10-year period, which is of unusual interest as showing the progress of these industries for the last decade. There are two articles on adlay, the new grain, in one of which are expressed the opinions of it of several prominent people who have eaten adlay bread. The feature article discusses the economic development of Mindanao and is accompanied by three maps. The following is quoted from the editorial by Director Her-

"Rice has so long continued to be the staff of life in the Philippines, not to say the Oriental tropics, without which existence seemed barely possible, that when the claims of adlay as a grain substitute for rice were first advanced it came as a shock. It did not seem believable. Since then experiments have been made with the grain as a breadstuff which have shown the practicability of using adlay as a substitute for wheat and rice. Laying aside its evident value for the latter purpose, the importance of the discovery of a grain comparable with wheat in quality which can be grown in the tropics can hardly be overestimated. In the Philippines our wheat flour imports have increased within the past decade from 27,700,000 kilos valued at \$3,013,000 in 1911, to 45,700,000 kilos valued at P9,434,000 in 1920. Then, adlay is a dry land as distinguished from a submerged crop. It dispenses with paddies. While this has not yet been done, there is no reason to believe that it cannot be harvested by machinery like wheat and sorghum. This will lower cost of production and give the consumer a cheaper and apparently a better bread stuff.

"While in adlay we have a native food plant of merit, the avocado, a fruit of exceptional value from the American tropics, is gradually gaining prominence and small orchards are being planted as rapidly as plants are becoming available from home grown and imported seeds, and the people are beginning to like this, one of the best gifts received from America.

"The illuminating articles on the little known Island of Mindanao which appeared in this REVIEW last year are in this issue complemented by a general review, which, together with those previously published, it is hoped, will arouse greater interest in the development of the natural resources of that immense and fertile territory, where there is abundant room for the production in large quantities of tropical staples such as rice, sugar, coffee, copra, hemp, and many other crops, under unusual favorable soil and climatic conditions."

#### NEW U.S. EXPORT BILL OF LADING

At a general session of the Interstate Commerce Commission in Washington recently, an order was issued, going into effect on or before February 15, 1922, providing for a uniform export bill of lading to be used by common carriers, subject to the jurisdiction of the Commission, in connection with ocean carriers whose vessels are registered under the laws of the United States, says the Commerce Law Division of the Department of Commerce.

The new through export bill of lading relates to transportation of property from points within the United States to points in non-adjacent foreign countries. In form, it is suited for filling in on an ordinary typewriter. It is foreign countries. In form, it is suited for filling in on an ordinary typewriter. It is marked "Uniform Through Export Bill of Lading," with the following caption beneath reading, "Straight Bill of Lading—Original—Not Negotiable." The contract terms and conditions are printed on the face of the bill of lading and consist of three parts. Part I recites the clauses valid with respect to the recries the clauses value with respect to the service until delivery in port of shipment. Part II contains clauses defining the service from delivery in port of shipment until delivery in port nearest to point of destination. Part III deals with the service from arrival at port nearest to point of destination until arrival at ultimate destination.

The Commission, in its report accompanying the new bill of lading, notes its limitations of jurisdiction over the ocean carriers in respect to Parts II and III, but states that the general provisions and rules contained in bills of lading used by common carriers at the present time in relation to transportation of property to non-adjacent foreign countries will be considered unreasonable in so far as they differ from the uniform through export bill of lading. Parts II and III of the new form are an approved modification of clauses of similar tenor submitted to the Commission by the uniform bill of lading committee.

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#### Coastwise Extension Part of Harding's Ship Program

(Continued from page 16)

"Out of the story of the making of great merchant marines and out of our experience merchant marines and out of our experience we ought to find the practical solution. Happily we are less provincial than we once were; happily we have come to know how inseparable is a matter of concern only to the ports involved. Commerce on the seas is quite as vital to the Commerce on the seas is quite as vital to the great interior as it is to our coast territory, east, south, or west. Shipping is no more a sectional interest than is agriculture or manufacturing. No one of them can be prospered alone.

"We have had a new manifestation of this broadened vision in the enthusiasm of the great."

Middle West for the proposed Great Lakes-St. Lawrence waterway, by which it is intended to connect the Great Lakes ports with the marts of the world. There is far-seeing vision in the proposal, and this great and commendable enterprise, deserving your favorable consideration, is inseparable from a great merchant marine.

PROGRAM OF DIRECT AND INDIRECT AID

"What, then, is our problem? I bring to you the suggestions which have resulted from a comprehensive study which are recommended to me by every member of the United States Shipping Board. It is a program of direct and in-direct aid to shipping to be conducted by private enterprise. It is proposed to apply generally the benefits which it was designed to derive from discriminating duties to all ships engaged in foreign commerce, with such limitation on remu-

meration as will challenge every charge of promoting special interests at public cost.
"In lieu of discriminating duties on imports brought to us in American bottoms, it is proposed to take 10 per cent. of all duties collected on imports brought to us in American or foreign bottoms and create therefrom a merchant marine fund. To this fund shall be added the tonnage charges, taxes and fees imposed on vessels enter-ing the ports of continental United States, also such sums as are payable to American vessels by the Post Office Department for the transportation by water of foreign mails, parcel posts excepted.

'Out of this fund shall be paid the direct aid in the development and maintenance of an American merchant marine. The compensation shall be based on one-half of one cent for each gross ton of any vessel, regardless of speed, for each 100 miles traveled. When the speed is 13 knots or over, but less than 14, two-tenths of a cent on each gross ton shall be added; for 14 knots, three-tenths of a cent; for 15 knots, four-tenths of a cent; for 16 knots, five-tenths; for 17 knots, seven-tenths; for 18 knots, nine-tenths; for 19 knots, eleven-tenths; for 20 knots, thirteen-tenths shall be added to the basic rate. For 23 knots the maximum is reached at 2.6 cents for each gross ton per 100 miles traveled.

I will not attempt the details of requirements or limitations, save to say that all vessels thus remunerated shall carry the United States mails, except parcel post, free of cost, and that all such remuneration must end whenever the owner of any vessel or vessels shall have derived a net operating income in excess of ten per cent, per annum upon his actual investment, and thereafter the owner shall pay 50 per cent of such excess earnings to the merchant marine fund, until the full amount of subsidy previously received is returned to its source. In other words, it is proposed to encourage the shipping in loreign trade until the enterprise may earn 10 per cent. on actual investment, whereupon the direct aid extended is to cease and the amount advanced is to be returned out of a division with the Government of profits in excess of that 10 per cent. The provision makes impossible the enrichment of any special interest at public expense, puts an end to the Government assumption of all losses, and leaves to private enterprise the prospective profits of successful management.

The cost of such a program probably will reach fifteen millions the first year, estimated on the largest possibilities of the present fleet. With larger reimbursement to high-speed vessels and the enlargement of the merchant marine to a capacity comparable with our commerce,



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the total outlay may reach the limits of thirty millions, but it is confidently believed that the scale may in due time thereafter be turned, until the larger reimbursements are restored to the treasury. Even if we accept the extreme possibility—that we shall expend the maximum and no return will ever be made, which is to confess our inability to establish an American merchant marine—the expenditure would be vastly preferable to the present unfortunate situation, with our dependence on our competitors for the delivery of our products. Moreover, the cost for the entire year would be little more than the deficit heretofore encountered in two months during the experiment of the Government sponsoring the lines and guaranteeing the cost of their operation.

"The proposed plan will supersede all postal subventions, postal compensations, and extra compensations, excepting parcel post freights, all of which combined are fast growing to approximately five millions annually. It will ultimately take the government out of a business which has been, and is now, excessively costly and wasteful, and involving a loss in excess of the highest subsidy proposed. It will bring to shipping again that individual initiative which is the very soul of successful enterprise. It should enable the government to liquidate its vast fleet to the highest possible advantage.

#### More Than Direct Aid Needed

"The making of a successful American merchant marine which must face the stiffest possible competition by the fleets of the maritime nations requires something more than the direct aid to which I have alluded. The direct aid proposed even though it ultimately runs to \$30,000,000 annually, is insufficient alone to offset the advantages of competing fleets. There are more than wage costs and working conditions and the higher costs of rationing, which no considerable American sentiment will consent to have lowered to competing standards.

"The men who sail the seas under our flag must be permitted to stand erect in the fullness of American opportunity. There is the higher cost of construction, the larger investment, the higher cost of insurance outlay, even though the rate is the same. There are higher interest charges. Our problems in shipping are very much the same as are those of our industries ashore, and we should be as zealous in promoting the one as we are in protecting the other. We may and must aid indirectly as well as directly.

"We need a favoring spirit, an awakened American pride, and an avowed American determination that we shall become, in the main, the carriers of our own commerce, in spite of all competition and all discouragements. With direct and indirect aid, I bring to you a definite program. Those who oppose it ought in all fairness to propose an acceptable alternative. There can be no dispute about the end at which we are aiming.

"Of the indirect aids there are many, practically all without draft upon the public treasury, and yet all highly helpful in promoting American shipping.

"It is a simple thing—seemingly it ought not to require the action of Congress—but American officials traveling on Government missions at Government expense ought to travel on American ships, assuming that they afford suitable accommodations. If they do not afford the requisite accommodation on the main routes of world travel, the argument that we should upbuild is strongly emphasized.

I think we should discontinue, so far as practical, the transport services in the army and navy, and make our merchant and passenger ships the agents of service in peace as well as

"We should make insurance available at no greater cost than is afforded the ships under competing flags, and we can and will make effective the spirit of Section 28 of the Jones act of 1920, providing for preferential rail and steamship rates on through shipments on American vessels. American railways must be brought into co-operation with American steamship lines. It is not in accord with either security or sound business practice to have our railways

furthering the interests of foreign shipping lines when the concord of American activities makes for common American good fortune.

"Contemplating the competition to be met, there ought to be an amendment to the Interstate Commerce act which will permit railway systems to own and operate steamship lines engaged in other than coastwise trade. There is measureless advantage in the longer shipments where rail and water transportation are coordinated, not alone in the service, but in the solicitation of cargoes which ever attends an expanding commerce.

#### COASTWISE LAW EXTENSION

"We may further extend our long-established protection to our coastwise trade, which is quite in harmony with the policy of most maritime powers. There is authority now to include the Philippines in our coastwise trade, and we need only the establishment of proper facilities to justify the inclusion of our commerce with the islands in our coastwise provisions. The freedom of our Continental markets is well worth such a favoring policy to American ships whenever the facilities are suited to meet all requirements.

"Other indirect aids will be found in the requirement that immigration shall join wherever it is found to be practical in aiding the merchant marine of our flag under which citizenship is to be sought, and in the establishment of the merchant marine naval reserve. The remission of a proportion of income taxes is wholly compatible when the shipping enterprise is of direct Government concern, provided that such remission is applied to the cost of new ship construction.

"Congress has already provided for a loan fund to encourage construction. It might well be made applicable to some special requirements in reconditioning.

"It is also worth our consideration that in view of suspended naval construction, the continued building of merchant ships is the one guaranty of a maintained shipbuilding industry, without which no nation may hope to hold a high place in the world of commerce or be assured of adequate defense.

"A very effective indirect aid, a substitute for a discriminating duty, which shall inure to the benefit of the American shipper, will be found in the proposed deductions on incomes amounting to 5 per centum of the freight paid on cargoes carried in American bottoms. The benefits can have no geographical restrictions and it offers its advantages to American exporters as well as those who engage in import trade.

"Our existing ships should be sold at prices prevailing in the world market. I am not uninful of the hesitancy to sacrifice the values to current price levels. We constructed at the top cost of war when necessity impelled, when the building resources of many nations were drawn upon to the limit to meet a great emergency. If there had come no depression, a return to approximate normal cost would have been inevitable. But the great slump in shipping has sent tonnage prices to the other extreme, not for America alone, but throughout the world.

"If we held our ships to await the recovery we should only make more difficult our response to beckoning opportunity. One of the outstanding barriers to general readjustment is the tendency to await more favorable price conditions. In the widest view, the nation will ultimately profit by selling now. We may endure losses in an enterprise for which we are not equipped and which no other government has successfully undertaken, and the low prices at which we must sell today will make a lower actual investment with which we deal in promoting permanent service.

service.

"If I were not deeply concerned with the upbuilding of our merchant marine, I should nevertheless strongly urge Congress to facilitate the disposal of the vast tonnage acquired or constructed in the great war emergency. The experiment we have made has been very costly. Much has been learned, to be sure, but the outstanding lesson is that the Government cannot profitably manage our merchant shipping. The most fortunate changes in the personnel of man-

agement would still leave us struggling with a policy fundamentally wrong and practically impossible.

THE RETURN TO PRIVATE ENTERPRISE

"Having failed at such enormous cost, I bring you the proposal which contemplates the return to individual initiative and private enterprise, aided to a conservative success, wherein we are safeguarded against the promotion of private greed and do not discourage the hope of profitable investment which underlies all successful endeavor.

We have voiced our concern for the good fortunes of agriculture and it is right that we should. times of agriculture and it is fight that we should we have long proclaimed our interest in manufacturing, which is thoroughly sound and helped to make us what we are. In the evolution of railway transportation we have revealed the vital relationship of our rail transportation to both agriculture and commerce. We have been expending for many years large sums, deepened channels and better harbors and improved inland waterways, and much of it has found abundant return in enlarged commerce. But we have ignored our merchant marine. The World War revealed our weakness, our unpreparedness for defense in war, our unreadiness for self-reliance

in peace.
"It would seem as though transpiring events were combining to admonish us not to fail now to reassert ourselves. In the romantic days of wooden hulls and whitened sails and the sturdiest men of the sea, we out-sailed the world and carried our own cargoes, revealed our flag to the marts

of the world.

"Up to the World War we were a debtor nation. Our obligations were held largely by themaritime powers. Apart from the advantages in carrying our commerce, they sought our ship-ments for the balances due to them. There is a different condition now. They are concerned with shipments to us, but not so interested in our shipments to them. It is our high purpose

to continue our exchange, both buying and sell-ing, but we shall be surer of our selling, notably our foodstuffs, if we maintain facilities for their transportation.

"Contemporaneous with the awakening we have the proposal to carry our ocean-going facilities to the great 'unsalted seas,' which shall place the farms of the Upper Mississippi Valley on a market way to the marts of the Old World. We should fail to adjust our vision to the possi-bilities if we halted in making for American eminence on the ocean highways now awaiting

our return.

"We have recently joined the great naval powers in a program which not only puts an end

to costly competition in naval armament and reduces the naval forces of the world, but adds to the confidence in maintained peace. The to the confidence in maintained peace. The relativity of strength among the powers would be wholly one of disappointing theory if ours is to be a merchant marine inadequate for the future. I do not care to stress it as a means of

defense. The war and our enforced outlay have already stressed that point.
"The merchant marine is universally recognized as the second line of naval defense. It is indispensable in the time of great national emergency. It is commendable to upbuild and maintain, because it is the highest agency of peace and amiry, and bears no threat and incites no suspi-cion. And yet it is a supreme assurance, without which we should be unmindful of our safety and unheeding of our need to continued growth

and maintained influence.

"I am thinking of the merchant marine of Peace. Commerce is inseparable from progress and attainment. Commerce and its handmailens have wrought the greater intimacy among nations, which calls for understandings and guaranties of peace. However we work that the progress of the progress it out, whatever our adjustments are to promote international trade, it is inevitable that the hundred millions here, outstanding in genius and unrivalled in industry and incalculable in their resources, must be conspicuous in the world's exchanges. We cannot hope to compete unless we carry, and our concord and our influence are sure to be measured by that unfailing standard which is found in a nation's merchant marine."

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# STATISTICAL REVIEW

## Weekly Consolidated Bank Reports, March-April, 1922

By BEN F. WRIGHT, Special Bank Examiner

		Week ending March 25, 1922	Week ending April 1, 1922	Week ending April 8, 1922	Week ending April 15, 1922
1. 2.	Loans, discounts and overdrafts.	₱169,489,012 23,617,430	₱170,896,124 23,435,301	₱172,007,736 22,646,481	₱173,115,585 23,428,399
3.	Due from banks, agencies and branches in the Phil. Islands	50,931,068	49,988,048	50,920,908	51,832,989
4.	Due from head offices.	4,440,494	3,981,893	3,870,964	4,194,209
5.	Due from other banks	10,336,750	9,884,001	8,942,491	9,456,116
6.	Cash on Hand—			0.050.000	0.404.45
	(a) Philippine Treasury certificates		9,076,537	9,372,280	9,404,179
	(b) Philippine National Bank notes	1,600,196	1,255,547	2,112,146	2,170,114
	(c) Bank of the Philippine Islands notes	115,575	111,705	151,740	136,035
	(d) Philippine silver coin	90,378	84,991	73,011	84,416
	(e) United States currency	20,377	15,543	22,179	24,902
	(f) Other	386,819	419,223 10,963,553	706,480 12,143,946	579,801 12,398,454
7	Total	11,428,006 293,487,628	293,352,087	293,690,053	295,960,913
8.	Resources	41,692,134	41.692.134	41.692.134	41,692,134
9.	Net circulation	94,863,501	93,485,045	93.031.964	93,584,638
10.	Demand deposits	20,862,825	20.861.094	20,997,230	20,923,728
11.	Time deposits.  Due to Head Office.	43,314,254	42,536,911	44.124.810	43,386,034
12.	Due to banks, agencies and branches in the Phil, Islands.	4,461,754	4.665.792	4,958,170	5,801,541
13.	Due to other banks.	28,995,271	31,460,802	31,201,584	32,856,124
14.	Exchange bought since last report—spot.	1,851,450	4,237,930	3,036,796	1,936,615
15.	Exchange sold since last report—spot.	3,603,949	5.191,935	3,871,439	1,968,767
16.	Exchange bought since last report—future	4,939,009	4,345,402	2,885,501	3,531,512
17.	Exchange sold since last report—future.	3,253,114	2,984,348	1,808,287	1,998,828
18.	Debits to individual accounts since last report.	22,509,395	23,350,731	28,218,106	17,329,379

#### CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant Treasury Bureau

	Feb. 28, 1922	March 31, 1922
Pesos, subsidiary and minor coins	<b>P</b> 21,290,809.02	<b>P</b> 21,251,642.42
Treasury certificates	38,508,902.10	37,866,067.60
Bank notes:		
Bank of the Philippine Islands	8,880,672.50	8,883,102.50
Philippine National Bank	32,694,032.75	32,694,032.75
Total circulation	₱101,374,416.37	₱100,694,845.27

#### WORLD MERCHANT SHIPBUILDING

The following statement from Lloyd's Register of Shipping, prepared by the Bureau of Navigation, shows the launchings of vessels of 100 gross tons and over in the shipyards of the world during the calendar year 1921, and a comparison with other years. This statement does not include vessels built for river service or unrigged craft:

Country.	1913	1919	1920	1921
	Tons.	Tons.	Tons.	Tons.
United States	276,448	4,075,385	2,476,253	1,006,413
United Kingdom	1,932,153	1,620,442	2,055,624	1,538,052
France	176,095	32,633	93,449	210,663
Germany	465,226	(a)	(a)	509,064
Italy	50,356	82,713	133,190	164,748
Japan	64,664	611,883	456,642	227,425
Netherlands	104,296	137,086	183,149	232,402
Other countries	263,644	584,407	463,359	452,912
Total	3,332,882	7,144,549	5,861,666	4,341,679

ø Not reported.

#### PRINCIPAL EXPORTS

Article —	Marc	h 1922		March 1921		
	Quantity	Value	%	Quantity	Value	%
Sugar Hemp. Copra. Coconut oil. Cigars. Leaf tobacco. Embroideries. Maguey Hats.	48,472,771 17,627,839 22,120,996 12,104,608 26,529,768 1,928,896 2,105,977 29,361	<b>7</b> 6,120,502 4,192,668 3,682,574 3,573,669 883,557 605,190 488,090 351,676 83,186 899,238	29.3 20.1 17.6 17.0 4.2 2.9 2.3 1.7 0.4 4.3	13,506,102 5,587,144 5,312,666 593,946 7,942,475 2,287,924 427,824 41,421	P2,726,239 1,882,921 943,331 222,571 361,124 841,047 1,451,264 84,128 138,828 571,286	29.6 20.4 10.2 2.4 3.9 9.1 15.7 .9
All others  Total Domestic Exports  Exports of United States Products.  Export of Foreign Products		20,880,350 466,695 108,510	99.8		9,222,739 302,223 342,779	99.9
Total Foreign Trade		21,455,555			9,867,741	

#### MARCH FOREIGN TRADE BY COUNTRIES

MAKCH FORE	JUN IKA	DE E	SI COUNT	KIES
Country	1922		1921	
Country.	Value.	%	Value.	%
United States 7	19,835,087	57.9	P18.854.571	58.8
Japan	3,450,323	10.0	2,706,244	8.4
United Kingdom	1.597.351	4.7	1.966.551	6.2
China	1,590,553	4.6	1,616,317	5.1
Germany	1,383,604	4.0	102,617	0.3
Hongkong	970,201	2.7	914,041	2.9
Spain	859,771	2.5	904,977	2.8
Netherlands	690,786	2.1	40,603	0.1
<b>Dutch East Indies</b>	683.094	2.0	629,756	2.0
France	659,791	1.9	682,058	2.1
French East Indies	627,004	1.8	1,274,468	3.5
British East Indies		1.6	593,167	1.9
Australasia	485,747	1.4	643,255	2.0
Canada	401,551	1.2	124,206	0.4
Belgium	110,192	0.3	7,272	
Switzerland	91,349	0.3	202.547	0.6
Italy	83,048	0.2	24,509	0.1
Japanese-China	59,085	0.2	13,750	-
Siam	23,912	0.1	629,813	2.0
Denmark	3,885		19,511	0.1
Austria	3,147		8.375	
Sweden			14,392	
Norway	-	_	1,084	-
All other countries	80,773	0.2	25,347	0.1
Total	34,254,626	99.5	31,999,431	99.4

#### MARCH EXPORTS BY COUNTRIES

Countries	1922		1921	
Country. —	Value.	%	Value.	%
United States P	12,728,786	59.1	P6,186,973	62.6
Japan	1,706,714	7.9	701,037	7.1
Germany	1,299,003	6.0	16,668	0.2
United Kingdom	1,025,633	4.7	246,845	2.5
Hongkong	950,122	4.5	865,868	8.8
Spain	798,353	3.7	772,553	7.8
Netherlands	652,620	3.0	11,060	0.1
China	630,433	2.9	165,301	1.7
France	548,528	2.6	364,360	3.7
Canada	370,257	1.7	115,476	1.2
British East Indies	242,274	1.2	179,674	1.8
Australasia	212,624	1.0	140,663	1.4
Belgium	97,326	0.5	4,245	
Italy	81,288	0.4	4,000	-
Dutch East Indies	24,683	0.1	42,168	0.4
French East Indies	17,474	0.1	17,098	0.2
Siam	10,824		3,254	-
Japanese-China	7,471			
Austria	2,000		7,400	
Switzerland	2,000	_	1,500	
Denmark			1,000	
Norway		_		-
Sweden		_		
All other countries	49,142	0.2	21,598	0.2
Total	21.455.555	99.7	9.867.741	99.7

#### MARCH IMPORTS BY COUNTRIES

	1922		1921		
Country	Value.	%	Value.	%	
United States	P7,106,301	55.5	P12,667,598	57.2	
Japan	1,743,609	13.6	2,005,207	9.0	
(hina	960,120	7.5	1,451,016	6.6	
Dutch East	300,120		1,101,010	0.0	
Indies	658,411	5.1	587,588	2.7	
French East	000,111		001,000		
Indie	609,530	4.8	1,257,370	5.7	
United King-	007,550	4.0	1,201,010	٠.,	
dom	571,718	4.5	1,719,706	7.8	
British West	371,710	4.5	1,717,700	•	
Indied	322,098	2.5	413,493	1.9	
Australasia	273,123	2.1	502,592	2.3	
France	111,263	0.9	317,698	1.4	
Switzerland	91.349	0.7	201,047	0.9	
Germany	84,601	0.7	85,949	0.4	
Spain	61,418	0.5	132,424	0.6	
lapanese - China	51,614	0.4	13,750	0.1	
Netherlands	38,166	0.3	29,543	0.1	
Canada	31,294	0.2	8,730		
Hongkong	20.079	0.2	48.173	0.2	
Siam	13,088	0.1	626,559	2.8	
Belgium	12,866	0.1	3,027		
Denmark	3,885		19,511	0.1	
Italy	1,760	_	20,509	0.1	
Austria	1,147		975		
Sweden	1,147	_	14.392	0.1	
Norway		_	1,084		
All other	_		1,001		
countries	31,631	0.2	3,749		
Total	12,799,071	99.9	22,131,690	100.0	

#### PRINCIPAL IMPORTS

MARCH					
Article.	1922	1921			
	Value.	Value.			
Cotton cloths	P2,720,624	P2.143.115			
Other cotton goods	961,066	1,140,518			
Iron and steel including					
machinery	1,533,681	4,537,254			
Coal	432,726	946,572			
Illuminating oil	385,711	15,163			
Wheat flour	371,858 365,169	376,570 64,691			
Gasoline	338,935	37,258			
Explosives	334,467	328,567			
Cattle and carabaos	310,618	819,855			
Rice	287,674	1,079,778			
Meat products	278,015	725,847			
Fish products	257,098	217,781			
Vegetables	240,090	293,381			
Silk goods	219,486	473,599			
Cement	203,270	34,614			
Electrical goods	203,182	316,500 463,279			
Paper and manufactures of. Fruits and Nuts	198,586 190,735	255,195			
Chemicals, drugs, etc	171,062	400,071			
Lubricating and other oils.	135,278	300,883			
Tobacco goods	94,402	874,608			
Coffee	87,645	42,192			
Woolen goods	71,079	132,955			
Soap	69,749	57,467			
Matches	65,660	35,178			
Earthen, stone and china	50 425	FO 175			
ware	59,435 54,914	59,175 226,268			
Perfumery, cosmetics, etc Leather goods	54,914	117,976			
Spiritnous liquors	50,616	208,966			
Motion picture films	40,803	54,862			
Paints, varnishes, etc	39,007	133,161			
Diamonds and precious					
stones, unset	26,163	77,001			
Sporting goods	14,344	28,905			
Shoes	9,948	41,178			
Automobile tires	80,898	1 504 466			
Automobile accessories	34,270 23,065	1,504,466			
Automobiles (10)	1,783,019	3,566,841			
	2,100,019				
Totals	12,799,071	22,131,690			

#### CARRYING TRADE

MARCH FOREIGN TRADE (TOTAL)

Nationality of _	1922		1921	
essels.	Value.	%	Value.	%
American	P16.083.951	47.8	P 6.544.823	21.8
Dritis ii	9,622,533	28.6	14,110,832	47.0
Dutch	3,022,266	8.9	3,362,588	11.2
Japan se	2,636,539	7.9	3,821,825	12.7
owernsh.	1.296.656	3.9	969,539	3.2
rmin bine	668,175	2.0	817,970	2.7
	172,663	0.5	30,026	0.1
opani::n	91,921	0.3	178,580	0.6
Norwegian.		_	223,834	0.7
French		_	32	
Total by freight.	33.594.704	99.9	30,060,049	100.0
Total by mail	659,922		1,939,382	

Smart stylish Clothes at

31.999.431

Total foreign trade 34,254,626

SYYAP TAILORING CO., Inc.

## CARRYING TRADE MARCH IMPORTS

Nationality of _	1922		1921		
Vessels.	Value.	%	Value.	%	
American	P6.122.530	48.4	P 4.488.595	20.8	
British	4,263,871	33.7	11,831,626	54.6	
Japanese	1,244,382	9.8	2,926,446	13.6	
Dutch	567,386	4.5	1,230,379	5.7	
Philippine.:	324,289	2.5	734,550	3.4	
Spanish	91,921	0.7	171.873	0.8	
Chinese	31,631	0.2	28,751	0.1	
Norwegian			223,834	1.0	
French			32		
Carried as freight	12,646,010	99.8	21,636,086	100.0	
Imported by mail	153,061		495,604		
imported by man	100,001		,		
Total imports	12,799,071	_	22,131,690	_	
	DDVING	TDA	DE		
CARRYING TRADE					
C.F.			DE		
C.F.	MARCH EX		DE		
			DE 1921		
Nationality of _	MARCH EX 1922	PORTS	1921		
Nationality of _ Vessels.	MARCH Ex 1922 Value.	PORTS	1921 Value.	<del>%</del>	
Nationality of _ Vessels.	March Ex 1922 Value. P9,961,421	PORTS	1921 Value. P2,056,228	24.4	
Nationality of	March Ex 1922 Value. P9,961,421 5,358,662	% 47.5 25.6	Value. \$\frac{\mathbf{P}}{2,056,228}\$ 2,279,206	24.4 27.4	
Nationality of	MARCH EX 1922 Value. P9,961,421 5,358,662 2,454,880	% 47.5 25.6 11.7	Value. P2,056,228 2,279,206 2,132,209	24.4 27.4 25.3	
Nationality of Vessels. American	March Ex 1922 Value. P9,961,421 5,358,662 2,454,880 1,392,157	% 47.5 25.6 11.7 6.7	Value. P2,056,228 2,279,206 2,132,209 895,379	24.4 27.4 25.3 10.6	
Nationality of Vessels. American	MARCH EX 1922 Value. P9,961,421 5,358,662 2,454,880	7,5 25.6 11.7 6.7	Value. P2,056,228 2,279,206 2,132,209 895,379 969,539	24.4 27.4 25.3 10.6 11.4	
Nationality of Vessels.  American. British. Dutch. Japanese. Swedish.	March Ex 1922 Value. P9.961,421 5,358,662 2,454,880 1,392,157 1,296,656 343,886	% 47.5 25.6 11.7 6.7	Value.  \$\begin{align*} Value. & \P2.056,228 & \\ 2.279,206 & \\ 2.132,209 & \\ 895,379 & \\ 969,539 & \\ 83,420 & \end{align*}	24.4 27.4 25.3 10.6	
Nationality of Vessels.  American. British Dutch. Japanese. Swedish Philippine.	MARCH Ex 1922 Value. P9,961,421 5,358,662 2,454,880 1,392,157 1,296,656	7,5 25.6 11.7 6.7	Value.  P2,056,228 2,279,206 2,132,209 895,379 969,539 83,420	24.4 27.4 25.3 10.6 11.4	
Nationality of Vessels.  Nationality of Vessels.  British.  Dutch.  Japanese.  Swedish.  Philippine.  Chinese.	March Ex 1922 Value. P9.961,421 5,358,662 2,454,880 1,392,157 1,296,656 343,886	% 47.5 25.6 11.7 6.7 6.2 1.6	Value.  \$\begin{align*} Value. & \P2.056,228 & \\ 2.279,206 & \\ 2.132,209 & \\ 895,379 & \\ 969,539 & \\ 83,420 & \end{align*}	24.4 27.4 25.3 10.6 11.4 0.9	
Nationality of Vessels.  American. British Dutch. Japanese. Swedish Philippine. Chinese Spanish	March Ex 1922 Value. P9.961,421 5,358,662 2,454,880 1,392,157 1,296,656 343,886	% 47.5 25.6 11.7 6.7 6.2 1.6	Value. P2,056,228 2,279,206 2,132,209 895,379 969,539 83,420 1,275	24.4 27.4 25.3 10.6 11.4 0.9	
Nationality of Vessels.  Nationality of Vessels.  British.  Dutch.  Japanese.  Swedish.  Philippine.  Chinese.	March Ex 1922 Value. P9.961,421 5,358,662 2,454,880 1,392,157 1,296,656 343,886	% 47.5 25.6 11.7 6.7 6.2 1.6	Value. P2,056,228 2,279,206 2,132,209 895,379 969,539 83,420 1,275	24.4 27.4 25.3 10.6 11.4 0.9	
Nationality of Vessels.  American. British Dutch. Japanese. Swedish. Philippine. Chinese. Spanish Norwegian. French.	MARCH Ex 1922 Value. 79,961,421 5,358,662 2,454,880 1,392,157 1,296,656 343,886 141,032	% 47.5 25.6 11.7 6.7 6.2 1.6 0.7	Value. P2,056,228 2,279,206 2,132,209 895,379 969,539 83,420 1,275 6,707	24.4 27.4 25.3 10.6 11.4 0.9	
Nationality of Vessels.  American. British Dutch. Japanese. Swedish. Philippine. Chinese. Spanish Norwegian.	March Ex 1922 Value. P9.961,421 5,358,662 2,454,880 1,392,157 1,296,656 343,886	% 47.5 25.6 11.7 6.7 6.2 1.6 0.7	Value. P2,056,228 2,279,206 2,132,209 895,379 969,539 83,420 1,275 6,707	24.4 27.4 25.3 10.6 11.4 0.9	

## PORT STATISTICS MARCH

Ports.	Entered.				
	Vessels.		Net tonnage.		Cargo ischarged.
	1922	1921	1922	1921	1922
Manila	. 63	55	212,161	176,668	98,289
Iloilo	. 6	7	18,020	11,534	7,290
Cebu	. 4	8	10,615	16,449	3,337
Jolo		2	1,897	1,171	361
Zamboanga	. 1	1	3,076	3,076	200
Balabac					
Total	. 73	73	245,769	208,896	109,477

Ports.	Cleared.				
	Vessels.		Net tonnage.		Cargo laden.
	1922	1921	1922	1921	1922
Manila	53	60	161,972	186,689	53.943
Cebu	11	7	32,479	17,079	14,792
Iloilo	4	7	11,744	17,817	25,481
Jolo	2	2	1,171	1,171	294
Zamboanga	1	_	4,260		1,369
Balabac		2		18	
Total	71	78	211,626	222,774	95,879

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I. The American Chamber of Commerce of the Philippines is a member of the United States. The organization has Twelve Hundred members, all American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all American, actared over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is stimulated.

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#### Prominent Americans in the Philippine Islands



#### FRANK H. HALE

Massachusetts is usually regarded as the gradle of the modern race of shoemakers and shoe sellers. Frank H. Hale, however, is an exception to the rule. He was born in Princeton, Illinois, in 1880. At the early age of seven he went to California, or rather was taken there by his parents, where he engaged in farming until he was 19. In December, 1899, he came to the Philippines as an employee of the military government.

Mr. Hale's first venture in the shoe business was at Fort McKinley on a shoe string in 1907, his principal activity being the repairing of footwear. In 1912 he moved to Manila and organized the Exchange Shoe Company. Fortune smiled on the concern, and it grew and kept on growing, until today it has a large factory in Manila with a capacity of 700 pairs of shoes a day and branches in Cebu and Bacolod, as well as representatives in various parts of the Islands. Last year the name of the company was changed to the Hale Shoe Company.

This firm manufactured 50,000 pairs of shoes for the United States Government during the late war, the output being used in the Philippines, Sberia and China. For the last eight years it has had the Constabulary contract and has also sold large quantities of shoes to the Bureau of Supply.

Mr. Hale, who is president and general manager of the company, is a 32nd degree Mason besides being an Active member of the American Chamber of Commerce.

#### A. NELSON THOMAS

Albert N. Thomas, manager of I. Beck, Incorporated, an old-established American firm of Manila, was born in Baltimore, Maryland, on May 3, 1881. After completing the public school course of his native city, he attended the Maryland College of Pharmacy, graduating in 1899. The next five years he spent in the practice of his profession, then accepted an offer as traveling representative of a large wholesale drug house in the middle Atlantic territory.

In 1906 Mr. Thomas joined the staff of the Columbia Graphophone Company and even-



tually was placed in charge of the Brooklyn, New York, district, with supervision of five large stores. When in 1914, I. Beck, Incorporated, Manila agents of the firm, asked for a a man to be sent out here to reorganize the phonograph department, Mr. Thomas was given the assignment. In 1916 he accepted an offer to manage the firm of Frank and Company, the head of the firm being forced to leave the country on account of illness. He continued in this capacity until October, 1919, when Mr. Beck asked him to assume charge of I. Beck, Incorporated, the head of the firm having decided to retire from active business life.

Mr. Thomas is an Active member of the American Chamber of Commerce and also belongs to the Rotary, Army and Navy, Elks and Manila Golf clubs.

THE

WITHOUT DOUBT



#### ELBERT J. BROWN

Elbert J. Brown, general agent of the Pacific Mail Steamship Company for the Philippine Islands, is one of the young Americans who in the past decade have forged to the forefront in the shipping game. Born February 5, 1892, in San José, California, he graduated from the local high school and then went to sea as a radio operator, serving on various vessels and with various lines in the early days of wireless telegraphy. He was rapidly promoted to freight clerk and then to purser on the boats of W. R. Grace and Company, the well known export, import and shipping firm, and later joined the staff of the Pacific Mail.

In 1917 Mr. Brown was appointed factor,

In 1917 Mr. Brown was appointed factor, or agent, of the Agencia Maritima, at San José, Guatemala, his firm representing the Pacific Mail at the Central American port. He remained there for one year and was then sent to Japan as assistant agent of the company at Yokohama. Two years later he was appointed acting agent of the Pacific Mail at Kobe.

When Captain R. C. Morton went to the United States on leave in November, 1920, Mr. Brown was sent here to relieve him. Mr. Morton

When Captain R. C. Morton went to the United States on leave in November, 1920, Mr. Brown was sent here to relieve him. Mr. Morton was recently appointed general representative of the United States Shipping Board in the Far East and he was succeeded as Manila agent by Mr. Brown, who is also chairman of the local Rate Conference of Shipping Board Operators.

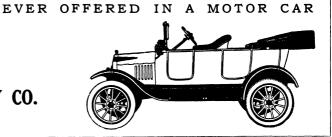
Besides being an Active member of the American Chamber of Commerce, in representation of the Pacific Mail Steamship Company, Mr. Brown is a member of the Rotary, Elks and Columbia clubs of Manila.



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COMMERCIAL AND TRAVELERS' LETTERS OF CREDIT ISSUED. BILLS OF EXCHANGE AND CABLE TRANSFERS BOUGHT AND SOLD. CURRENT ACCOUNTS OPENED AND FIXED DEPOSITS TAKEN ON RATES THAT MAY BE ASCERTAINED ON APPLICATION TO THE BANK.

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# FACTS THAT FIT

#### An Old Export Peril in a New Guise

BY JULIUS KLEIN

Director, Bureau of Foreign and Domestic Commerce

Well authenticated confidential advices received by the Department of Commerce from acrious sources indicate the recurrence in a virulent form of an old evil, which has from time to time imperiled individual interests in the export trade, but now seems to be directed against certain exporting industries as a whole.

The means employed are to tie up the American exporter in an agency agreement and to push competing goods of foreign make under the protection of the existing agency arrangement.

#### AGENCY AGREEMENTS SHOULD BE CAREFULLY EXAMINED

This practice is not new, but apparently it has never been tried so extensively as at present, according to indications, for which reason it is deemed expedient to issue a word of caution to American exporters. It is absolutely essential, for the present prosperity and the future welfare of the American export trade, to exercise the most rigid scrutiny over the details of agency agreements which tie up the exporter in a certain territory.

Is your agent bound by open or secret affiliations to interests other than American? Does the agency agreement permit him to paralyze the active promotion of your interests and to devote himself actively to the sale of competing goods? The danger outlined is not a mere bugaboo but actually exists and flagrant cases have been submitted to the Department of Commerce as evidence.

The problem which the situation presents is exceedingly delicate and difficult. The solution to entrust the agency of an American firm to a strictly American agency organization—is simple enough but can not be everywhere applied in practice because such organizations are comparatively few. But it is imperative to examine most closely the existing and the proposed agency arrangements with firms whose affiliations are not entirely American.

It has been suggested that where an American form can not be found, a native firm, free from any suspicion of foreign affiliations, should be entrusted with the agency, but even this expedient may not always answer. In many markets the distribution of imported goods has never been in native hands.

#### NEED FOR CREATING A NETWORK OF AMERICAN AGENCIES

The sad fact remains that in the task of distributing American goods abroad American traders had largely depended before the war upon European agencies and other foreign channels. Even until very recent days they had depended upon foreign-owned bottoms to carry them. It is the obvious and immediate task of American business to create throughout the world a network of American agencies, or at least agencies whose loyalty is not preempted by racial or commercial ties antagonistic to American interests.

This is not a task to be accomplished in a day. But until it has been accomplished, American export business will be greatly handicapped, dependent for its progress upon alien and frequently unwilling effort. The thing to be done at once is to examine the basis of all greenents with foreign agents and to analyze the athliations of the agents.

The Department of Commerce urges exporters to take advantage of the full resources of American banks, credit institutions, and Government agencies, particularly the Commercial Intelligence Service and the Commercial Laws Division of the Bureau of Foreign and Domestic Commerce, in connection with inquiries as to agency contracts.

#### SOMETHING WRONG IN THE PHILIPPINES

The Weekly Review of the Far East, Shanghai

The new edition of Dean C. Worcester's work on the Philippines has reached the Far East just in time to shed a clear, if melancholy, light upon certain telegrams that are being sent out from Manila. There is editorializing enough in reprinting a paragraph or two from the introductions to Mr. Worcester's book and following this with a recent Reuler dispatch from the Philippines, without spending time on drawing conclusions. Let us hear Mr. Worcester on the subject of rinderpest:

"Rinderpest, the most contagious and deadly of cattle diseases, appeared in the Philippines in 1888. It continued to spread after the American occupation, by the time peace had been established there did not remain enough cattle to till the soil. Shortly after the organization of the Bureaus of Science and Agriculture a determined campaign was begun against this disease, and the Bureau of Agriculture was ultimately placed in full charge of it. Large sums were expended. Mortality among the cattle steadily diminished and their number rapidly increased. The time came when the actual deaths due to rinderpest were practically negligible and the disease continued to be a serious factor in the situation only because so long as it existed it was likely to spread again unless unremitting warfare was waged against it. Agriculture was largely rehabilitated, although the number of draft animals was still insufficient to meet the rapidly growing needs of the people, and the shortage of beef cattle continued very great. On October 1, 1908, there were thirty municipalities in eight provinces still infected with the disease. On January 20, 1914, this number had been reduced to nine munic-ipalities in four provinces. . . . 'Final success in the war against rinderpest was within reach. But something happened. Now

reach. But something happened. Now consider the following telegram from Manila, dated March 21, 1922:
"The rinderpest epidemic continues in many provinces of the Philippines. In the week ending March 11, according to reports just published, 1,346 animals died in 65 towns of 22 provinces afflicted with the disease. This is a slight increase over the number previously reported."

Dean Worcester's charge is that the cause of this wholesale destruction of one of the basic factors of Philippine prosperity is the taking from the Bureau of Agriculture of responsibility for the war against rinderpest and placing this responsibility in the hands of Filipino provincial and municipal officers. We have no desire to repeat charges against the Filipino officials of the Islands. We realize that the American administration cannot be wholly absolved from blame and that it is the opposite of fair to attempt to pile upon the shoulders of subordinate Filipino officials the responsibility for a state of things that they themselves were powerless

to change. Nevertheless the facts about the rinderpest epidemic of the present are a full and complete demonstration that something has been wrong in the administration of the government of the Philippine Islands. What that something is may reasonably be debated. Until we have seen some evidence to the contrary we are inclined to give its full measure of weight to the charge of Dean Worcester that elected local officials did not dare to enforce unpopular restrictions upon the movement of cattle. It takes along time to teach people that government in a democracy must be efficient as well as popular. If the thousands of cattle that are now reported to be dying in the Islands will bring this lesson home to the Filipino people there is some hope. It is such examples as this rinderpest that stand out in the minds of intelligent observers when the subject of complete Philippine independence is mentioned.

#### THE DUTY ON SUGAR

The Economic Bulletin of Cuba

The duty on this sugar has been \$1.00 per hundred pounds, or \$35.84 per long ton (2,240 lbs.), equal to \$58,861,071.36, an amount which the United States government has actually collected as customs revenue on Cuban sugar in a period of only nine months. Had the duty remained at 1,0048 cents per pound (the Underwood tariff rate), as it was before the enactment of the Emergency tariff, the duty collected would have been \$36,964,752.81, or \$21,896,318.55 less, so that in the course of nine months, the Emergency tariff has actually taken away from the producers of Cuban sugar approximately 22 million dollars and put them into the United States Treasury, in order to favor the domestic sugar producers of the United States. It must be kept in mind that whatever duty is levied on Cuban sugar is paid by the Cuban producer, not by the American consumer, for the duty is a part of the marketing expense for the Cuban producer. This holds true as long as there is an excess of sugar production.

is an excess of sugar production.

It could easily be shown—or rather, it is too self-evident to need any proof—that a duty of 1.6 cents per pound on a product that sells for less than 2 cents per pound (as raw sugar has been selling lately in Cuba) is plainly excessive. Cuba is, therefore, heavily penalized at present by the American tariff on sugar, and sugar is the basis of almost the entire economic life of Cuba. The duty levied in the United States on tobacco, Cuba's second great product, is likewise exceedingly high, so that the tariff duties of the United States beyond any question impose burdens on Cuba and obstacles to the sale of her products, while Cuba offers, on the contrary, singular advantages for the sale of American goods in Cuba, by the reductions of from 20 to 40 per cent which the Reciprocity treaty grants to the products and manufactures of the United States.

\_\_\_\_

#### GOVERNMENT OWNERSHIP OF RAILROADS

By Herbert Hoover

It is probably necessary to refer to the question of Government ownership. No one with a week's observation of government railways abroad or with government operation of industry in the United States, will contend that our railways could ever be operated as intelligently or as efficiently by the Government as through the initiative of private individuals. Moreover, the welfare of its multitude of workers will be far worse under Government operation.

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#### The Scenic Route to Montalban

By THE EDITOR

Almost on the outskirts of Manila lies one of most beautiful scenic routes in the tropics—i stretch of country extending from the Phil-byine capital to the Montalban water works, all province, from which the city derives its cer supply. At the head of a picturesque ge, the Mariquina river is impounded by a m, the water being brought to Manila, 39 lometers distant, through cast iron aqueducts, excellent road leads all the way to the reserving and green glens adjacent to the reservoir servation below the dam are the mecca of coic and excursion parties—but such parties tenot numerous enough considering the attracteness of the place and the beauty of the route.

#### A SCENIC FAIRYLAND

Most of the road to Montalban leads through the heart of the Mariquina valley—one of the most fertile regions of the island of Luzon. Mariquina! The name itself is music, and its ephonious tones are redolent of green vales, flowers and purling streams. And in truth the vale of Mariquina is a place to fire a poet's agination and induce him to indulge in figures speech. Lowland, mountains, hill, stream, Jd, bridge, road, village and town combine to orm a landscape that fascinates at every turn. In a clear day the color effects are marvellous. The rich, deep green of the fields and the varying lighter shades of the mountain and hill sides but ast with the yellow or grey-thatched cotages. Above it all hangs a turquoise-blue sky lien decorated with cirrus clouds that somemes rest their downy shapes on the hill tops. He sun, shining above the clouds, casts shadows along the landscape that accentuate the consasts of the varying shades of green. The scene irestful and pleasing to the eye at almost every sta that unfolds itself. The hour and a half hat it takes to make the leisurely trip is richly vested for the tourist or traveler who is looking the green of the consumer of time.

#### THE GOVERNOR'S RESIDENCE

Let us make the trip in imagination, starting from Plaza Goiti. We proceed along calle Echague until we turn into calle General Solana after passing the Ayala bridge. On both sides of the street stand old Spanish residences, practically as they were in the days before the Americans came here. This was the fashionable residential section of the town and its glories as such have not as yet entirely departed. In lact the Governor-General's Palace, Malacañan, as it is called, is soon reached on our right, immediately adjoining the only brewery in Manila. Whatever may be said to the discredit of the late Democratic administration, it must be admitted that Governor-General Harrison considerable improved the gubernatorial residence and grounds, making of it a real show place and grounds, making of it a real show place and a futing place for the Chief Executive to live in. It is now beyond doubt the finest residence in the Islands, the gardens being Particularly well kept. Immediately next to the Governor's house is the Executive Building,



housing the offices of the Governor-General's staff and his Cabinet. It is an elaborate and costly structure profusely decorated with hardwood carvings. We make a short detour to drive through the grounds and proceed along calle Aviles towards Santa Mesa. The road now leads us to the Rotonda, a circular plaza at which

two important thoroughfares and some of lesser importance intersect. In the center stands the Carriedo fountain, built in memory of Francisco Carriedo, the Spanish engineer who installed the first gravity water system in Manila sometime in the eighties of the last century.

We now pass through a section of the city in

which live the middle class Filipinos, as is evidenced by the more pretentious nipa and mixed or hard material houses. Off to the right a large industrial plant may be discerned. It is the famous "P. V. O." (Philippine Vegetable Oil Company). When the struggle in Europe was at its height this concern employed thousands of people, ran a fleet of oil tankers and cut a big splash in the local business world.

#### A STARTLING CONTRAST

Soon after crossing the track of the Manila railroad company, we take a short detour to the left and in another minute we are in the midst of a beautiful residential section on top of a hilly district overlooking the city. Fine bungalows and villas surrounded by ample, well-kept grounds adjoin one another. Gardening as an art is practiced here as in no other portion of the city. Americans, Europeans and Filipinos live here side by side. This is the district of Santa here side by side. This is the district of Santa Mesa. Strangely and most incongruously intermingled with residential blocks are patches of nipa huts, furnishing a most startling sociological contrast—the almost primitive native habitat as compared with the architecturally and aesthetically highly developed occidental type of abode. Right in the midst of this curious environment are rice fields, cultivated in the typical native fashion, with dams, ditches, carabao, etc.

#### SAN JUAN BRIDGE AND HEIGHTS

We speed through Santa Mesa, perhaps stopping for a moment at the magnificent Tiro al Blanco or Gun Club, and descend to the level road leading northeastward, away from the city. The country has become more open, and cultivated patches of land are becoming more frequent. In a few minutes we reach the famous San Juan bridge, an historic landmark. It was here, on February 4, 1899, that the first shot of the Filipino insurrection against the United States was fired. Two days later the Treaty of Paris, ceding the Philippines to the United States, was ratified.

After crossing the San Juan river we enter the San Juan Heights suburban development project, situated in the municipality of San Juan del Monte. Less than two years ago an enterprising American formed a company and divided this property up into lots, selling the parcels on the installment plan. The project was a success and now quite a good-sized community has set-fled on this land. Other plots of land in the vicinity have been similarly divided up, and Manila suburban property is now rapidly undergoing development in the familiar American manner. Adjacent to San Juan Heights are the San Juan Heights Addition and Rosario Heights, as well as the Magdalena Estate. The latter



Photo by C. Alkan, Inc.

San Juan Bridge

property, marked off by large signs, is an immense tract and extends for several kilometers into the country.

#### VILLA ROSARIO

In San Juan is located the distributing reservoir of the Manila water supply system, called El Depósito. It was constructed in the Spanish days as a main reservoir, but is now entirely too small to adequately serve the city's ever-growing needs. Right alongside the reservoir is the Boys' Reform School, where recalcitrant youngsters are won back to good behaviour and a useful life at the expense of the City and the Insular Government.

Turning back to the main road, past the palatial residence of the Mayor of Manila, the Hon. Ramón Fernandez, we return to the main road. At Rosario Heights special note should be taken of the beautiful residence at the left of the road. about 400 feet back, now occupied by a wellknown American business man. This property, now called Villa Rosario, was owned by General Venancio Concepción, former president of the Philippine National Bank. Scene of Lawton's Death

From this point on the scenery is wholly rural. The city has been left behind and we are speeding through the Mariquina Valley. The speeding through the Manquina valley. The immense plain is bounded by mountains to the north and east. Occasionally the road passes a hill or small range of hills to the westward It was on one of these small ranges, just outside of San Mateo, that General Lawton was killed during the Insurrection. This whole region was intensely fought over by the contending forces, the insurrectos finally retreating into the mountains to the north and east. Backof the Mariquina valley lie the wild Tayabas and Bulacan mountain ranges. Some of this country has not as yet been thoroughly explored, especially the Tayabas region.

#### GUARDING THE BRIDGE

Just before reaching the municipality of Mariquina, the road crosses the Mariquina river, The bed of the stream is several hundred feet wide, but at this season of the year the water is not high. A temporary bamboo bridge spans the stream bed, an ancient Filipino caretaker on the far side gathering in a toll of 30 centavos. By what authority or dispensation he collects the toll we do not know. There were no signs there indicating a toll station; the toll collector wore no costume except an abbreviated pair of breeches and a cotton shirt; he gave no receipt for the money received. On a rough table in front of him lay a copy book in which he evidently wrote his accounts. Our own party didn't have the nerve to defy the old codger, but we have been wondering what would actually happen if some daring wayfarer should summon up enough temerity to dodge the guardian of the Mariquina bamboo bridge.

The little town of Mariquina itself is a typical native community. Proximity to the Philippine metropolis does not seem to have affected it in the least. It has a rural air and atmosphere, and the people appear to belong to the hard-plodding farmer class.

An excellent road makes driving a pleasure through the Mariquina valley. The broad vistas, cut off only by the undulating mountain divides. the green fields, the nestling villages, the bright sunshine and the brilliant green of the palms and feathery bamboo, contrasting with the lighter but more intense verdure of the ripening rice fields, together with the opalescent blue of the sky as evening fades into it, combine to make the trip one not easily to be forgotten. It is difficult to picture the full beauty of the scenery in mere words. The combination of colors and light and tropical vegetation and houses, and the various shapes of land and sky, is something that can be expressed adequately only by painting. The photographs accompanying this article give a limited notion of what to expect.



Photoby C. Alkan, Inc.

#### THE PAYATAS ESTATE

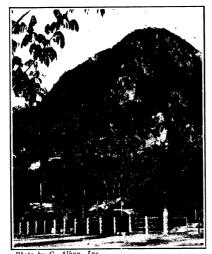
After Mariquina comes the town of San Mateo. entrally situated in the valley. Here it was that the tenants of the large Payatas Estate in the ignity combined and bought the property from he Japanese owners about two years ago. as the first cooperative, agricultural Filipino fort on a large scale, and seems to have been a success. The purchase price was \$775,000, and all of this amount but \$100,000 has been and up. The tenant-purchasers expect to be paid up. he to meet the balance of their debt within another year. Much of the less desirable land s not as yet taken up. Viewed from the road, he Estate looks like one of the richest in resources n the Islands. The soil appears to be extremely ertile and has that rich brown color one so natuertile and has that rich brown color one so natu-ally associates with great fertility. Everywhere re signs of successful cultivation. The munic-igality makes a brave show of keeping up its plaza, on one side of which is erected a monu-ter to one of the townsmen who gave up his ment to one of the townsmen who gave up his in the insurrection against Spain in 1896. He in the insurrection against Spain in 1896. An Mateo's officials are of the younger genera-tion of Filipinos. The President and the Treastalk with him while passing through.

#### AT THE DAM

Montalban, 35 kilometers from Manila, is a sell-kept little town. Just beyond the municipality proper we enter the gorge of the Maripality proper we enter the gorge of the Maripality proper we have the gorge of the Maripality for the search sharp turn there is a warning to go slow" and at the end of each turn the man at the wheel is greeted by a hearty "thank you" penited on a sign post. As we proceed along this road, for short stretches shaded under rows of trees, we catch glimpses and vistas of the gree. The banks of the river become steeper and steeper, until the view takes on a similarity to the lower reaches of the Agno river gorge at the beginning of the Benguet road. Soon the twering white limestone sides of the gorge loom upseveral hundred feet and we have reached the reservoir enclosure.

#### An Ideal Picnic Ground

Those who desire to go as far as the dam must be sure to obtain permits from the Metropolitan Water District, 688-694 Rizal Avenue, before kaving Manila. Otherwise their trip will end at the head of the deep gorge, at the reservoir district gate. Assuming that we have been suppoed with passes, we enter by the gate, rigister with the guard, and proceed up the saded walk to the gate house, dam and reservoir. The broad, grassy flat and shaded space in the vicinity of the keeper's house is ideal for suppose of wild grandeur. The huge dome guarding of wild grandeur. The huge dome guarding



Entrance to Reservoir Reservation at

Montalban

the entrance to the gorge looms up just back of the keeper's dwelling and the former Constabulary barracks. This feature of the view is well illustrated in the accompanying photograph.

It is a walk of only a few minutes to the reservoir, up a well-kept path lined with shrubs, trees and flowers, with the rushing waters of the river below to the left. The stream's bed is filled with rocks and boulders of various sizes, ranging from mere pebbles to stony masses the size of a good-sized house. It was from the tops of such big boulders that the accompanying view of the gorge near the dam was taken.

The reservoir, surrounded by the green-clad mountain sides of the watershed, makes a pretty picture, reminding one of some of the descriptions of lakes in the Scottish highlands as depicted by Sir Walter Scott in some of his poems. An observation platform around the gate house permits of a good view of the reservoir.

#### DIFFERENT RETURN ROUTES

Coming back to Manila, the same route as was taken outward from the city may be followed or the return may be made by way of Pasig after leaving Mariquina, where the roads branch. Coming through Pasig, we soon pass Fort Wm. McKinley, said to be the largest army post under the American flag and one of the best

administered. Those who have not seen Fort McKinley will do well to go through the post, which impresses one because of its fine buildings, spacious parade grounds and attractive officers' quarters. The Philippine Division, a new tactical organization commanded by Major General Omar Bundy, has its headquarters at Fort McKinley. We may either make the round of Fort McKinley and come out where we entered, continuing along the Pasig river to Manila, or the return to the city may be made via Pasay and the Manila South Road. The latter route means cutting straight through the military post and then continuing due west to Pasay, thence by the Manila South Road to Manila.

#### Wonders of Sunset

In the evening at about sunset time the Pasig river route is to be preferred. Philippine sunsets, especially those over Manila Bay, are noted for their splendor, and the reputation is truly deserved. Occasionally, however, a sunset on the Pasig is even more impressive. The river lights up as if it had been filled with liquid gold, the golden glow extending over the whole land-scape, surrounding it with a halo of splendor that leaves the observer in speechless marvel at God's handiwork. Sometimes the sun's reflection in the river takes on a deep red hue, like fire, and steeps the stream in a crimson flood. Not only in the water, but in the sky are the sunset colors painted, reflected and burnished. A ride along the Pasig at sunset is an experience long to be remembered.

#### SANTA ANA DANCE HALL

This road takes us through San Pedro Macati and its quaint plaza with the lone tree in the center of it around which automobilists must carefully steer. A little further on is the Santa Ana dancing pavilion, the largest in the Orient and one of the largest in the world. Here the soldiers and sailors find a little diversion of an evening by dancing with the professional dancing girls, or bailarinas, as they are called, paying the girls twenty centavos for each dance, which sum the dancers split "fifty-fifty" with the management. Half of the dancing floor is reserved for the element that brings its own partners. An excellent orchestra composed of Filipino musicians furnishes the music. The best time to visit this resort is between 10 p. m. and midnight. Passing through the Santa Ana and Paco districts of Manila, we are soon in the heart of the city.

If we take the route through Fort William McKinley, the scenery is not quite so attractive in the evening, but the road is perhaps a little better. It offers some fine vistas across country of Manila and the surrounding territory. This road leads through the municipality of Pasay, mostly the native quarter. In the district of Pasay next to the Bay and south of the



holo by C. Alkan, Inc.

On the Road to Montalban, Barrio of Quiñanes, Municipality of San Mateo

end of the car line are a large number of fine American residences. As we enter Manila by the South Road, now named after ex-Governor Francis Burton Harrison, along the section north of the Polo Club, we pass by the Pasay race track at our right. This was a flourishing enterprise during the heyday era of the war, but it declined as swiftly as it rose, and now the land and buildings are for sale. There is some talk that a suburban development scheme will be carried out on the site of the race track.

#### VISITING THE VIRGIN

Still another side trip that may be made from the Montalban route is that to Antipolo, where the famous Virgin of Antipolo has her shrine. This little town is situated on top of an elevation of about 1,000 feet. The road to Antipolo branches off about half way between Pasig and Mariquina. It is plainly marked by a sign post. The road is rather steep and the scenery quite wild and impressive. On the way we pass through the towns of Cainta and Taytay.

The Virgin of Antipolo is the most famous of Philippine shrines. To it thousands of devout Filipinos journey annually to pay their respects and perhaps test the Virgin's reputed, marvellous healing abilities. The Virgin is covered with jewels, gold and silver. The value of her decorations is estimated as high as P1,000,000. Certain it is that she is covered with gens of rare fire and beauty, some of them of considerable size. A contribution to the Virgin will induce the priest who is in charge to show the visitor the Virgin's diamond-studded sword hilt donated to her by Governor General Blanco in the Spanish days. This donation alone is said to be worth P120,000.

During the annual fiesta of the Virgin, tens of thousands of pilgrims flock to Antipolo and for a few weeks the place assumes the gaiety and life of a metropolitan center. During the rest of the year, however, the town is dead. Up to a few years ago, the Manila railroad ran a spur to Antipolo. It was found, however, that it was not profitable, even though during the fiesta season, the branch was taxed to full capacity. The spur was finally abandoned, and the only way to reach Antipolo now is by vehicle or on foot.

This reminds us of the famous walk from Antipolo performed about eight years ago by the late



Photo by C. Alkan, Inc.

A Close-Up View of the Dam at Montalban

Judge Southworth. The Judge, old timers will remember, was a man of ample girth and proportionate appetite, noted for his gastronomic achievements. The Judge and exercise were regarded as absolute antonyms. One day at Clarke's famous Round Table, which, by the way, is now installed in the American Chamber of Commerce quarters, the talk drifted to walking, and some wag among the crowd cast a reflection upon the Judge's ability to perform the heel and toe stunt in anything like normal style or time. The Judge was up in arms. Then and there, upon the spot, a wager was entered into between the Judge and another party to the effect that the Judge would walk the distance from Antipolo to Manila, 18 kilometers, in ten hours or forfeit \$500. The Judge's walk became the topic of the day. The late, well-known war took to the inside pages as reporters used up columns in speculating upon the pedestrian qualities of the Judge and his ability to hold to the road. The Judge made the walk, after due arrangements had been made along the route for timing, etc., and triumphantly entered Clarke's one morning, winning the wager and establishing an enviable reputation as a walker, age and weight considered.

#### A TRIP FOR TOURISTS

For tourists the following trip is suggested. Manila to Montalban, 39 kilometers, one and a half hours; return, far as Fort McKinley, one hour; drive through the post, 20 minutes; Fort McKinley to Manila, via Santa Ana road, 25 minutes; total time, three hours and 15 minutes. The drive to Antipolo may be made in addition. Only one hour or less need be added for this detour, making the total time just about four hours. It makes an ideal morning or afternoon trip and gives the visitor to the Islands are extremely good idea of how the people live and of the secnery to be found in the country.

In conclusion, do not forget to obtain a permit to visit the Montalban dam from the Metropolitan Water District office, 688-94 Rizal ave. Manila, and take along a camera. The writer of this article will appreciate further information on the exact status of the toll taker at the Marquina bamboo bridge. He cost Director Gaches 60 centavos, which, I claim, was money wasted on an impostor.



Courtesy Bureau of Science

Entering the Montalban Gorge

#### Beginnings and Early Growth of American Trade with Manila

By JOHN G. RUSSELL

(This article constitutes a thesis written by the oldest son of John J. Russell of Manila who is a student at Harvard University and will graduate this year. (1) his article constitutes a thesis variation by the oldest son of John J. Kussen of manua and so a summer of the problem of governmental support of the traces the rise and fall, and later the rebirth, of American trade in the Philippines, with particular emphasis on the importance of governmental support of the article, it might be noted, is a summer of the article, it might be noted, is a commercial enterprise. The historic data in connection with the banks and shipping are very interesting. The author of the article, it might be noted, is common of the head of the American firm of Russell and Sturgis, which at one time was the leading foreign house in the Islands.—The Editor.)

Before undertaking to tell of the actual beginnings of our trade with the Philippines, which was mainly with Manila, the capital of the Is lands, we believe it necessary to give a brief and general survey of Philippine trade up to the time American vessels began to stop at Manila. With this knowledge it will be easier to understand what conditions were like when our merchantmen began to do business with this important possession of the Spanish King.

Though a trade of primitive barter had been conducted between the merchants of China and Japan and the natives of the Philippine Islands from "time immemorial," the trade with Europe did not begin until 1521 when Magellan discovered the Islands and claimed them for Spain <sup>1</sup>. There was scarcely any trade even with Spain until the founding of Manila in 1571, and for many years European nations other than Spain could not trade, except secretly through Siam and India and with Asiatics in command of their vessels.

THE SPANISH GALLEONS

The first commercial importance of Manila was as an Oriental center of redistribution. From within a year after the founding of the colony by Spain to the second decade of the 19th century a trade was conducted between Manila, Mexico, Guatemala, Panama and Peru. Philippine Islands were but a link in the trade of Spain with Spanish America. The Spanish-American trade center was Acapulco, Mexico; the Oriental center was Manila, and the only legitimate trade between them was conducted in the nate trade between them was conducted in the state galleons of Spain. Spanish subjects were not allowed to purchase wares on the Asiatic mainland. They were allowed, however, to buy such cargoes as were brought to them, and consequently Chinese junks came to Manila, while for the state of t while frequent cargoes arrived from Japan, Siam, India and Persia.

Admission of Foreign Merchants, 1834 As the Philippine trade became greater, at the suggestion of the envious traders of Cadiz the Islands were subjected to severe restriction by the Spanish government. Many of these maintained for a long time. And even for another century after the abolition of these burdensome regulations, the trade of Manila was limited to Spanish merchants. In 1789, European vessels were given formal permission to convey the goods of all the Indies to the Philreplaced the goods of an the indies to the Finishippines? Succeeding this, foreign merchants were allowed to visit Manila for a few months at a time during the busy part of the trading season, and finally they were granted the right of pen manent residence. When the first European convergence have now exhabilished at pean commercial house was established at Manil- is not known. La Perouse mentions a Frenc's merchant, named Sebir, who resided in Manil- in 1787. In 1809 an English company was a lowed admittance, while others began to follow in 1814. At first they were permitted to deal in local Oriental trade, but in 1820 they were permitted to export to Spain, and later to all Europe. It was not until 1834 that the port of Minila was unrestrictedly opened to foreign mercl ints for trading purposes, and even then Amer can as well as European merchants were at a disadvantage 3. In 1844 strangers were excluded from the interior of the Islands; in 1857 in attempt was made to prohibit foreigners from stablishing themselves in the colony; and throughout the period of Spanish dominion dis-criminating tariffs were levied on foreign goods

and the duties on merchandise on foreign vessels were double the usual Spanish tariff rates.

VANKERS CAPTURE CANTON TRADE

When the Philippines were thus opened to the world, the United States was gradually assuming a commanding position in the commercial life of the Far East. American trade with the Orient had been begun by the merchants of Boston and Salem during the Revolutionary War, and it grew with as much rapidity as the American Republic itself. The Americans outrivalled the Dutch and Swedes, took from them their carrying trade, and soon ran the Stars and Stripes to the fore at Canton, where all the trade of China centered. England considered herself mistress of the Cantonese commerce, and the Americans, fresh from their victories in actual battle with Great Britain, began an onslaught on British trade. The British East India Company held a monopoly of the commerce between England and Canton, and the New England traders were actuated by something more than friendly rivalry in engaging in a commercial fight with that Corporation, for it was the self-same concern that had tried to force a shipload of tea from Canton upon the residents of Boston with such disastrous results some years previously 5. Once a foothold had been secured at Canton, the American traders carried everyat Canton, the American traders carried every-thing before them, and English merchants at home soon found their business was rapidly diminishing. Petitions poured upon the Privy Council from almost every manufacturing town in Great Britain, praying that the author-tise do senething to true they ide of the Ameriities do something to stem the tide of the American Far Eastern invasion. The Merchants of Glasgow, in a memorial that is typical of the others, bewailed the fact that "the trade carried on by the Americans with China exceeds, in tonnage of ships and value of commodities, the trade of the Honourable East India Company, and British merchants have the mortification of seeing American ships fitted out even in ports of Great Britain, carrying on a direct trade to China, while many of their own ships are unemployed." England's fear of the American traders became so great, that Parliament appointed in 1820 a special Committee of Investigation. From the testimony of the British merchants engaged in the Chinese trade, the Committee learned that the causes of the rapid seizure of the Oriental markets by America were the ability of the American shipowners to undercut the freight rate of their British rivals by more than fifty per cent and the fact that the American merchants at Canton had a better trading character than any European nation 6. The Parliaacter than any European nation 6.

mentary Committee concluded its labors by finding that "the United States is able to undersell the Honourable East India Company in China, and has delivered a death blow to the monopoly hitherto enjoyed by the Company". It was suggested by the Committee that possibly, if the Company abandoned its monopoly, English traders might be able to keep pace with the Americans, but the Company thought otherwise and as Parliament would not revoke the Com-pany's charter, the United States continued its commercial advance in the Orient.

FIRST AMERICAN SHIP IN MANILA

The honor of being the first ship to display the American flag in Manila Bay belongs to the "Astrea" which entered the harbor on October 3, 1796." At that time American trade to the Orient was just beginning, and it was Elias Hasket Derby of Salem who with characteristic enterprise sent the "Astrea" on this pioneer voyage to Manila. She left the port with a cargo of sugar, pepper, hemp and indigo on which \$24,000 were paid at the Salem Custom House in duties. Thus was begun a profitable era of trading with Manila which continued as long as Salem men owned vessels. During some years before 1796 Salem ships had been roaming the seas seeking commerce with Sumatra, China, and seas seeking commerce with Sumarra, China, and India, so that the Orient was a common topic of conversation in Salem and its inhabitants knew something of the Far East. Morison in his "Maritime History of Massachusetts" exclaims, "No Salem boy in seventeen ninetyeight thought the Philippines were canned goods!"

The "Astrea" was commanded on this historic voyage by Captain Henry Prince, and Nathaniel Bowditch, author of "The Practical Navigator, was the supercargo. Bowditch kept a journal of this voyage as required by the laws of the East India Marine Society and in it he writes of Manila thus:-

"The city of Manila is about three or four miles in circumference, is walled all around, and cannon are placed at proper intervals, but we were unable to get much information with respect to the state of the place, as they were shy of giving information to foreigners. The buildings within the wall are all of stone, and none except the churches is more than two stories high, on account of the violent earthquakes which they generally have at the breaking up of the monsoons. The month of March is when they most expect them, but on the fifth of November, 1797, we experienced several violent shocks at 2 p. m. which came from the northward, and proceeded in a southerly direction, continuing with violence nearly two minutes. It threw down a large house half a league from the city, untiled several buildings, and did much other damage. The suburbs of Manila are very extensive; most of the business is done there. The houses of the wealthier class are of two stories, built of bamboo with thatched roofs. No house can be built in the suburbs without the particular permission of the Governor, fearing if they were too high an enemy might make use of them, as was the case when the English took the place formerly, for one of the churches near walls was very serviceable to them. All the natives chew areca and betel, though not mixed with opium as in Batavia. with chewing and smoking tobacco makes their teeth very black. The cigars used

<sup>4</sup> Commercial Progress in the Philippine Islands by ntonio María Regidor y Jurado and J. Warren T.

<sup>4</sup> Commercial Progress in the Philippine Islands by Antonio María Regidor y Jurado and J. Warren T. Mason.

5 The Boston Tea Party, Dec. 16, 1773.
6 The following is some of the testimony:—Mr. John Crawford: "The trading character of the Americans is better than that of any European, because they never form commercial monopolies, nor attempt conquests, nor form any military establishments in the country." Mr. Charles Grant, in the employ of the East India Co.: "It is recognized by those acquainted with Canton, that the U. S. seamen are far more orderly and better conducted than the British, who are with the greatest difficulty restrained from disputing with the people of the country or officers of the government." Mr. J. T. Roberts: "American sailors are not only more peaceful but are also less addicted to intoxication than the British During the seventeen years I was in China, I never heard although there were many between the British and the natives." Mr. Robertson: "The freight on U. S. ships costs between £10 and £11 out and home. On British ships it costs between £23 and £25." Captain Oliver, in the employ of the East India Company: "The rate per ton for navigating English ships varies from £37 to £17. Americans are about half that. The Americans build ships for \$17 per ton."

British Parliamentary Inquiry on East Indian Trade, 1820.

R. D. Paine, "The Ships and Sailors of Old Salem."
 S. E. Morison, "Maritime History of Massachusetts."
 W. L. Marvin, "The American Merchant Marine."

U.S. by Emory R. Johnson and Collaborators. 2 Commercial Progress in the Philippine Islands by Antonio María Regidor y Jurado and J. Warren T. Mason. 3 History of Domestic and Foreign Commerce of the U.S. by Emory R. Johnson and Collaborators.

by the women, and which they smoke all day, are made as large as they can possibly get into their mouths. The natives are about as honest as their neighbours, the Chinese; they stole several things from us, but by the goodness of the police we recovered most of them. There are great numbers of Chinese at Manila. It is from them most of the indigo is purchased. They trade consideraly with China; their junks arrive at Manila in January, and all their goods are deposited in the custom-house. Some of these cargoes are valued at a million dollars, the duties on which amounted to nearly \$100,000. The Chinese at Manila retain all the customs of their country, excepting those respecting religion and a few other things of small moment.

It is both interesting and amusing to read of these impressions given Nathaniel Bowditch by the Manila of 1797.

#### A CREW OF EXPERT NAVIGATORS

When the "Astrea" arrived at Manila on this voyage, Captain Prince was asked by another shipmaster how he contrived to find his way in the face of the northeast monsoon by dead reckoning. He replied that "he had a crew of twelve men, every one of whom could take and work a lunar observation, as well for all practical purposes as Sir Isaac Newton himself, if he were alive." During this dialogue Nathaniel Bowditch, the supercargo, who had taught these sailors their navigation while at sea, "sat as modest as a maid, saying not a word, but holding his slate pencil in his mouth," according to Captain Prince who also used to relate that ' according 'another person remarked there was more knowledge of navigation on board that ship than ever there was in all the vessels that have floated in Manila Bay". Later the whole crew of the "Astrea" became captains, first and second mates.

#### OTHER YANKEE VISITS

Visits to Manila after that of the "Astrea" by other American ships became gradually more and more numerous, and records of them are to be had in many instances. These records are generally in the form of journals the perusal of which is often entertaining as well as instructive.

Between 1796-1798 the ship "Perseverance" with Nathaniel Hawthorne, Master, sailed from Salem to Batavia, Manila, and Canton and

In 1801-1805 the "Active" made a voyage from Salem to Sumatra and Manila under Captain George Nichols.

The "Francis" went from Salem to Leghorn, Batavia, Manila, China, and Salem during 1818-1820.9

The "Clay" with Captain William R. Driver

made a voyage from Salem to the Fiji Islands

and Manila in 1827-1829.9

The barque "Peru" touched Manila from Lintin, stopping en route at the Fiji Islands (1832-1833), J. H. Eagleston being its Master. 
The "Eliza" of 136 tons went from Salem to

The "Eliza" of 136 tons went from Salem to New Zealand, Fiji Islands, Manila, and return with Joseph Winn, Jr., commander, voyage lasting from May 28, 1833, to May 5, 1834.9 During Nov. 4, 1833, to March 25, 1836, the "Emerald," under Captain John H. Eagleston, voyaged from Salem to the Fijis, Tahiti, Manila, and return.9 By the time it reached Manila, the ship had a good cargo of beche-de-mer, pearl shell, and coconut oil which it disposed of. The beche-de-mer trade was very profitable and year after year ships from the old witch town sailed to the South Seas, hired natives to gather the animal, built huts for cleaning and curing it. sold it at Manila to Chinese epicures at from ten to twenty cents a pound, and brought home cargoes from the Philippines or China.<sup>10</sup> The following quotation tells interestingly of this trade, "\* \* \* description of the Fiji trepang or beche-de-mer trade, which was monopolized by about six Salem vessels until the Civil War. Cannibal chiefs, warriors, women and children tempted by trinkets and Yankee notions, came from a radius of a hundred miles to gather the

delectable sea-cucumber, which the Salem men boiled in 'pot houses' and cured in 'batter-houses' erected on shore. The resultant tre-pang, to the annual value of thirty thousand dollars, was carried to Manila or Canton, whence it found its way into soup at mandarin ban-

quets. "In 1834-1835 the "Sapphire" sailed from New York to Chili, Hawaii, China, Manila and return under Captain J. W. Chever. "

The brig "Consul" (1834-1835) left New York for the South Pacific, loaded up with beche-demer and other South Sea products and disposes of her cargo at Manila.11

With George Pierce, Master, the "Brookline went from Hamburg to Batavia, Manila, China, Manila and New York in 1834-1836.<sup>12</sup> The brig "Mermaid" sailed from Salem to

New Zealand, the Society, Fiji, Friendly and other Islands in the Pacific and home by the way of Manila, and China with J. H. Eagleston, master, the voyage lasting from October 1836 to April 1839.<sup>12</sup>

These are but a few of the voyages which in-cluded stops at Manila, but they serve to give a fair idea of the routes followed and the time required for each voyage. The Canton ships went thither via the Northwest Coast of America and thence to the South Seas, but often took other round-about routes.<sup>12</sup> A map of their voyages would make a network over most of the knownglobe. The customary route from America was to touch at the Cape Verde Islands, to round the Cape of Good Hope, and then either to keep east until just south of the Straits of Sunda, or to go north to Mauritius, which the French were making a great entrepot for Oriental shipping, and thence to the Straits of Sunda and Canton. But this customary route was varied in many ways. The ships often touched at Bombay and Calcutta, at Batavia, at Manila, or went round "New Holland" stopping at times at Botany Bay. Again, some vessels would stop at Amsterdam, at Hamburg, at St. Petersburg, or at Leghorn either carrying freight there on their return voyage, or touching on their way home to unload cargoes of teas and to take freight for America. Direct voyages from Salem or Boston to Manila like that of the "Astrea" were by no means uncommon and continued to 1858; the ship St. Paul, owned by S. C. Phillips, making twelve voyages in thirteen years. The time consumed in a voyage from Massachusetts coast The time to Manila was five months or more. The vessels engaged in the Canton and Manila trade ranged from brigs of slightly over a hundred tons, to barques, and to ships of about eight-hundred tons.14

Trade with Manila consisted mainly of imports by the United States of hemp, sugar, tobacco, dyewoods, and other native products, all of which sold at very profitable prices, giving handsome returns to shipowners and captains. As was usual in the early Oriental trade of the United States payments were made in specie rather than in American merchandise.<sup>15</sup>

PROFITS IN EARLY P. I. TRADE Before the establishment of an American firm in Manila our trade with it was in the hands of the American houses in China and their agents in Manila. To show the nature of this trading and the expectations of profits to be realized we reproduce a sample of the correspondence of the great commercial house of J. and T. H. Perkins:

Boston, Jan. 1, 1814.

... We shall send a couple of fast schooners to Manila, in all probability. We presume there is no difficulty in landing a cargo of teas there, to be exported, and without duty. This you must ascertain through some of the Spanish residents ascertain through some of the Spanish residents ascertain through some of the Spanish residents cast.—say all the standard of the Spanish residents that the standard spanish residents are cost.—say all the standard of the Spanish residents that the standard spanish spani Boston, Jan. 1, 1814.

You say a cargo laid in at Canton would bring three for one in South America, and your copper would give two prices back. Thus \$30,000 laid one in China, would give you \$90,000 in South America, one half of which, laid out in copper, would give one hundred per cent or \$90,000 making \$135,000 for \$35,000 f

60,000 pounds indigo, even at 80 cents.

120 tons of Sugar, at \$60.

Fill up with cotton, or some other light freight, say skin, tea. \$48,000 7,200 20,000

would be worth here \$400,000 and not employ the profits of the voyage to South America. Manipus sugar is worth \$400 to \$500 per ton clear of dump or the sugar is worth \$400 to \$500 per ton clear of dump order, the greatest vigilance used on the passage and make any port north of New York. Perhaps those on the eastern shore are easiest of acceptable of the profits of the profits

Trading in Manila sugar and other Philippine products continued to yield excessive profits for quite a good many years thanks, no doubt to the extremely large demand as compared w the far too small and irregular supply. The opportunities for large gains were numerous and consequently considerable speculating was done R. B. Forbes writes of a case of speculating which was not as profitable as numerous others. "will mention another adventure which fairly illustrates the condition of the times, and also is a warning to all young merchants who may read this memoir. A young gentleman of our oldest families, the father of which rejoiced in many sons and daughters, came to me and said that he could get a situation as assistant supercargo in a ship going to China, provided he could furnish a credit for £2,000. Having a desire to serve him, I agreed to guarantee the credit provided he made his investment through my friends Russell & Co. (of Canton) who would consign the goods to me, and I should insure the same. There did not seem to be much chance of a loss. The ship went to China, where it was found inexpedient by the chief supercargo to do anything; he went to Manila, invested the whole of my young friend's credit in sugar, at a high price, and came home just as the crisis of 1837 began. The ship took her sugar to Antwerp, and I had to remit to the Barings the full amount of the credit, against which I got no returns whatever, leaving to the debit of the operation \$10,232. This and other cases wherein Mr. Bacon was my partner fairly illustrate how men of good credit, in good business, lost all during that eventful period."18

#### U. S. TRADERS ON THE GROUND

We have already spoken of how when the merchants of the world were invited to the Philippines in 1834, American trade in the Far East was on the crest of a prosperity wave.19 but natural that it should roll across the China sea from Canton to Manila with great force.<sup>50</sup> No sooner were the foreign traders settled in Manila, than they entered into the thick of the commercial conflict. America, represented by the two houses of Russell & Sturgis, and Peele, Hubbell and Co., at once took a chief part in the contest. England was the nearest rival, and the other nations brought up far in the rear, for the markets of Great Britain and the United States offered the best prices for the chief goods of the Philippines: hemp, sugar, tobacco, indigo, etc. The firm of Russell & Sturgis towered above all the other mercantile establishments. Under the name of J. and T. H. Perkins they had been among the foremost merchants of Canton, and their reputation was further increased by the fact that, though Americans, they were the representatives of the great English banking

<sup>&</sup>lt;sup>8</sup> R. D. Paine, "The Ships and Sailors of Old Salem." <sup>9</sup> MS. In the Essex Institute, Salem, Mass. <sup>10</sup> Early Relations between the U. S. and China, by Kenneth S. Latourette.

<sup>11</sup> S. E. Morison, Maritime History of Massachusetts.
12 MS, at the Essex Institute, Salem.
13 Early Relations between the U. S. and China by Kenneth S. Latourette.
14 Captain Arthur H. Clark, "The Clipper Ship Era."
15 History of Domestic and Foreign Commerce of the U. S., by Émory R. Johnson and Collaborators.
16 Honqua, one of the "Hong Merchants" and a great friend of the American merchants.

<sup>17</sup> Memoir of Thomas Handasyd Perkins, by Thomas

If Memoir of Thomas Handasyd Perkins, by Thomas G. Cary.

18 Personal Reminiscences, by Robert Bennet Forbes.

19 At this time American ships were to be found in practically all the important ports of the world. Ralph D. Paine in his "The Old Merchant Marine" says of our position on the seas as early as the first decade of the 19th century: "Yankee skippers were dominating the sugar trade of Cuba and were rolling across the Atlantic with the coffee, hides, and indigo of Venezuela and Brazil-Their fleets crowded the roadsteads of Manila and Batavia and packed the warehouses of Antwerp. Lisbon and Hamburg.

20 Commercial Progress in the Philippine Islands, by A. M. Regidor y Jurado and J. Warren T. Mason.

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Marila 1 Tunuary 1868.

FROM TEELE HUBBELL&C.

(Courtesy Sugar News)

From the Records of An Old American Firm in Manila.

house of Baring Brothers, of which Mr. Sturgis later became a partner. Mr. Russell advertised later became a partner. his firm by lavish entertainments. He gave big dinners and receptions often and kept practi-cally open house at Manila, while the fame of his social activity spread over the Archipelago, giving a reputation for wealth and prominence to his firm that dwarfed all competitors.

The American firms at Manila had powerful rivals in the English. Commercial triumphs of the British on the Chinese mainland gave their firms in the Islands great prominence, and they gradually began to overcome the lead that the Americans had. The Englishmen pressed their advantage vigorously, and soon made themselves masters of the trade of the lesser Islands of the Archipelago, through the introduction of modern sugar-making machinery, sugar being one of the very important exports. Great Britain was constantly devising means of assisting her traders and attempted to establish a commercial base in the Sulu Archipelago endeavoring to seize an Island in the group for this purpose. The authorities at Manila regarded their sovereign rights as being in danger, and forced the Sultan of Sulu to expel the Englishmen. Britain thereupon departed, to console herself by securing a foothold in Sarawak as a preliminary to the occupation of northern Borneo.

BORNEO ONCE U. S. TERRITORY

America, if she were to maintain her commercial position in the Far East, must secure an Oriental trade base of her own, and an attempt was made in 1866 to follow the idea up, by Mr. Moses, the American consul at Brunei, Borneo. 21 He obtained from the Sultan of Brunei a cession of territory including practically the whole northern part of Borneo. He transferred the rights to an American holding company and a Mr. Torrey was sent to the Island to form a colony and make provision for commercial extension. States government was too concerned with the reconstruction period following the Civil War to give any attention to so remote a subject as

Borneo, and the American Trading Company, denied the Governmental aid which had supplied such material help to the neighboring British commercial settlements, was forced to abandon its ambitious scheme. Shortly after the departure of the Americans, a British syndicate was formed to take over the American rights, and when the Americans demanded payment for the cession they were curtly told they had no claim, as their title had lapsed. There was then no commercial influence at Washington strong enough to induce the U. S. government to assert the contrary, and thus without the payment of a penny, North Borneo was changed from American to British territory, which it has remained ever since.

Beside obtaining first place in the export business of the Islands, Great Britain through her possession near the P. I. was able to make herself mistress of the Archipelago's import trade as well. The tariff schedule at Manila was framed, not only to encourage Spanish imports, but also Spanish carrying trade. There were high duties on goods brought into Manila aboard foreign vessels and low ones arriving under the Spanish flag, while there was a specially low import on merchandise reaching the Islands tow import on inertializations in the Orient. British merchants took advantage of this by consigning their goods sent from Europe not to Manila but to Singapore, or Hongkong, and from Particle Phillips there having them ferried across to the Philippines in Spanish ships. The advantage gained by this manoeuvre was so important, that it was useless for any traders except Spaniards to compete with the Englishmen in the interest to the competency of the competency o compete with the Englishmen in the import trade, and even they were forced into a bad second

INFLUENCE OF BRITISH BANKS

These matters were all serious attacks on America's trade supremacy in the Philippines, and Great Britain soon delivered a death blow to their great commercial rivals through the medium of the two official British banks in the Far East, the Chartered Bank of India, Australia and China and the Hongkong and Shanghai Banking Corporations, one of whose principal

objects was the furtherance of British political influences in the Orient. In 1873 both banks endeavored to extend their operations to Manila. The Chartered Bank was allowed admittance, but the Spaniards refused similar permission to the other, which nevertheless managed to secure, business in the Islands through an agent in Manila. The agent of the Chartered Bank, who was the first on the field, started by adopting different methods from those used by the Manila merchant banks. Instead of refusing to accept land as sufficient security for loans, as did other banks, he offered, even against his charter, to take real estate, and he charged less interest than did the merchant banks. The policy of accepting land mortgages attracted much business to the bank. The natives were quite willing to give land that no one else would have to the British banks, for it was useless to the natives, and when their loans became due they permitted the banks to foreclose, and seize the land, while they moved away to obtain from the Spanish government other land free of cost.

FAILURE OF AMERICAN HOUSES

This method of doing business, though far seeing, as future events proved, entailed considerable loss at first, and for that reason was not followed by the merchant banks. The British merchants who secured the business that the British banks diverted from the Americans and the other foreign traders, felt no inconvenience, but the rest of the merchants were hard pressed. The natives deserted them for the better terms securable at the hands of the British, and, finally, in 1875, Russell & Sturgis were forced into bankruptcy. The announcement of the failure brought trade in Manila temporarily to a standard the standard trade in the standard trade i For a generation the great American firm had kept in the shadow all other mercantile houses in Manila, and the establishment had come to be regarded as the fountain head of all the various commercial streams that had forced their way through the Archipelago. It had never been believed that the Americans could be forced out of business by their British rivals, and there is nothing to indicate that they would have been but for the overpowering assistance

 $<sup>^{2</sup>_{\rm J}}$  Commercial Progress in the P. I., by A.M. Regidor y Jurado and J. W. T. Mason.

21,363

given to British merchants in the Orient by the British government. It was the policy pursued by the commercial agents of the British Foreign Office that forced Russell & Sturgis to close, and as the power exerted by England was entirely legitimate, Americans can deplore only that those in authority at Washington did not give equal attention to the trade battle that was being waged at Manila.

After the fall of Russell & Sturgis the U. S. continued to be represented in Manila by the other American House, Peele, Hubbell & Co. It held on longer, because its interests were not so complex, but its existence caused the Englishmen to continue their fight against the Americans until 1887, when Peele, Hubbell & Co. gave up the contest and went out of business. The fight had been a costly one, and the British firms are had been a costly one, and the British firms are said to have lost a very large sum before they finally rid themselves of their great opponents. As soon as the field was clear, the Englishmen returned to the old plan of issuing loans and the cost of the fight was ultimately borne by the natives. The victory was decisive, for British commercial houses reigned supreme in the Philippines until the United States took possession of them and enable American merchants to of them and enable American merchants to gradually regain a good part of their former supremacy.

#### BRITISH INFLUENCE SUPREME

Although American firms ceased to transact any business in Manila after the fall of the two firms above mentioned, actual trade between the U. S. and the Philippines did not suffer deterioration through the ascendancy of British merchants but increased in proportion with the enlarging output of the Islands. All this trade was carried through the medium of British houses, and much of it was transported in British ships. America continued to purchase most of the hemp of the Archipelago, and much of its sugar—considerably more than is shown in consular reports, for it was the custom, due to convenience to shippers to forward Philippine sugar to British ports, and then to re-consign it to America. With the Filipinos, however, American commercial influence was dead, for it was the English houses at Manila that bought the raw material of the natives, and indifferent to its ultimate destination they gave their gratitude to England.

#### VALUE OF U. S. TRADE WITH P. I. Customs records of the U. S. state that the

value of imports from the Islands in 1822 amounted to \$234,568 and show that they steadily increased. Prior to this date there is little data to be had of the volume of our trade with the Islands, this being due to the fact that it was small and only in its infancy. In 1837 our trade was reported to exceed \$1,000,000, but this was an exceptional year as the million dollar mark was not again reached until 1848 when the value of merchandise exchanged reached the figure of \$1,228,667. After that our Philippine commerce continued to advance. Figures are available for our trade with the Islands since 1848 and they appear below. In all the statistics given it should be borne in mind that they refer only to our direct trade with the Philippines.

Large importations have been undoubtedly made from the Islands by way of other countries. that is, credited to those countries instead of to their original source, this being particularly true of Manila hemp, much of which comes by way of the United Kingdom.

Value of merchandise (a) imported and exported by the United States in our trade with the Philippine Islands during each fiscal year from 1848 to 1897 inclusive.

Years Ended June 30	Imports	Exports
1848	\$ 1,188,507	\$ 40,160
1849	1,121,932	146,537
1850	1,332,443	18,267
1851	1,254,496	130,344
1852	1,522,123	221,718
1853	2,465,083	65,375
1854	2,965,282	31,980
1855	2,757,956	54,491
1856	2,926,870	141,964
1857	3,653,763	71,846

<sup>(</sup>a) not including gold and silver.

Years Ended June 30	Imports	Exports
	-	
1858	\$ 3,033,989	\$ 58,239
1859	2,863,754	264 600
1860	2,886,166	364,608
1861	3,528,522	29,761 26,763
1862 1863	1,065,772	24,950
1864	1,883,259 1,785,228	48,010
1865 (b)	2,362,656	83,146
1866	3,667,994	98,934
1867	3,473,371	45,636
1868	\$ 3,963,684	\$ 56,202
1869	4,293,891	176,966
1870	6,684,086	221,799
1871	5,638,308	129,286
1872,	7,781,629	140,434
1873	6,171,635	17,570
1874	6,200,171	15,276
1875	6,830,187	89,889
1876	5,469,397	72,243
1877	7,182,284	74,828
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1878	\$ 7,890,982	\$ 71,371
1879	5,533,067 6,603,348	189 11,938
1880	9,159,423	62,863
1882	9,970,155	149,558
1883	10,076,117	128,834
1884	12,339,531	194,925
1885	7,789,756	169,354
1886	9,566,912	132,993
1887	8,614,830	147,682
1888	\$10,268,278	\$165,903
1889	10,593,172	179,647
1890	11,592,626	122,276
1891	5,167,209	124,572
1892	6,308,653	60,914
-	A 0 150 057	8151 270
1893	\$ 9,159,857	\$154,378
1894	7,008,342	145,466
1895	4,731,366	119,255
1896	4,982,857 4,383,740	162,446 94,597
1897	4,383,740	94,597

(b) the annual statement for 1865 failed to include imports received during the last three quarters of the year at customs district of San Francisco, and it is known that portion of these imports came from the Philippine Islands.

Exports and imports of gold and silver coin and bullion were irregular and very small compared to the merchandise volume of trade for the period 1848-1881. Exports were naturally much larger than imports.

The above statistics appear in a pamphlet prepared by Frank H. Hitchcock and entitled, "Trade of the P. I." (1898) and were compiled from United States Commerce and Navigation reports. In these reports trade with the Philippines does not appear to have been compiled separately until 1886. Earlier annual statements included with Philippine Commerce such trade as we had with Spain's other possessions in the Pacific, namely the Ladrone and Caroline Islands. Our commerce with these islands was so small, however, that its inclusion has not materially affected its total value.

#### LEADING IMPORTS

Leading imports from the Philippine Islands consist mainly of Manila hemp and sugar, the most important agricultural products of the Islands. Other leading products are coffee, indigo, cigars, cigarettes, cheroots, and a vegetable oil called Ylang-Vlang. Plaited hats are an important manufacture.

Hemp.—The average importation per annum for the ten years 1848-1857 was only 10,211 tons valued at \$1,241,696. In the following decade 1858-1867 the average annual imports increased to 15,246 tons valued at \$1,567,723; in 1867-1877 they averaged 18,616 tons valued at \$2,854,666; in 1878-1887 the figure was 21,588 tons valued at \$2,916,146; and in 1888-1897 they averaged 33,020 tons valued at \$4,069,887.

Sugar nearly as important a factor as Manila Hemp. The average annual importations were

Years	Quantity	Value
1040 1057	lbs.	e 404 oz
1848-1857	16,213,569	\$ 491,878
1858-1867	19,214,569	763,221
1868-1877	 79,413,133	2,822,42
1878-1887	 194,108,709	5,633,679
1888-1897	 144,340,785	3,217,223

#### LEADING EXPORTS UP To 1897

Mineral oil was by far the most important item. Next in importance were wheat flour, various manufactures of iron and steel, and cotton goods. Trading in these was irregular. The earliest record of kerosene oil being shipped to the Philippine Islands is for the year 1865, when an export of 100 gallons valued at \$80 was reported. The next shipment occurred in 1875—120,000 gallons worth \$21,750. The only other exports prior to 1881 were made in \$14.788

From 1881 to 1897 inclusive there were important shipments each year. Average annual shipments in wheat flour were:

Years	Quantity bbl.	Value
1848-1857	131	\$ 859
1858-1867	5,309	34,802
1868-1877	7,826	44,676
1878-1887	618	3,633
1888-1897	2.932	9,976

#### IMPORTANCE OF GOVERNMENT AID

We have endeavored to give a fair, if not exact, idea of the beginnings and early growth of our trade with the Philippine Islands. We regret that much useful data has not been available due to the fact that considerable material can only be consulted in Manila itself. And because of the limitation upon the length of this thesis some interesting though not necessarily essential matter has had to be omitted.

In conclusion we might for a moment consider the information which appears above and strive to see if it has some value other than historical One fact of commercial importance appears to be One fact of commercial importance appears to be evident to us and that is the great value of the British government's aid to British merchants in helping them establish themselves in the Far East. And this is a lesson that our government may well profit by. It has often been said that "commerce follows the flag". It may likewise be said that the flag follows or should follow commerce, not necessarily in the sense of territorial possession but rather in the sense of government protection.

#### WORLD'S BIGGEST BRIDGE SPAN

Plans for the new international suspension bridge to connect Detroit and Windsor, just announced, show that it will have the longest single span in the world, measuring 1,802 feet, or 24 inches longer than the great cantilever at Quebec. Of double-deck construction, the new link between Canada and the United States will accommodate street car, automobile and pedestrian traffic on the upper deck and passenger and freight train service on the lower

Barring unforeseen delays, actual construction work will commence this spring, and within four years the upper deck should be ready for service. Without interfering with traffic on the highway deck, it is planned then to begin construction of the lower deck, which should be finished in two years more.

The bridge and its approaches will have a total weight of 107,000 tons, with eight cables carrying the huge span. Six of these cables will be 21 inches in diameter and two will be 18 inches thick; together they will support a pull of 146,000,000 pounds.

#### CHAMBER ADOPTS IMPORTANT RESOLUTIONS

The month of May was a busy one for the members and directors of the American Chamber of Commerce. Two resolutions of prime importance were adopted and cabled to the United States, arriving there just previous to the arrival of the Independence Mission. The first resolution calls upon the President to continue General Wood in the office of Governor General and was occasioned by the fact that the General is under a promise to assume the presidency of the University of Pennsylvania next college term beginning in September. The second resolution deals with the political status of the Islands, reaffirming the Chamber's stand in favor of territorial government, protests against the sending of independence missions to the United States and asks for representation in the determination of Philippine matters in Washington.

THE WOOD RESOLUTION

The Wood resolution was introduced by the President at the meeting of the Board of Directors on May 9 and in its original form was approved, the President being authorized to send it to Washington by cable. On Wednesday, May 10, the matter came up at the general meeting of Active and Associate members and was referred to the special committee appointed on that occasion by President Cotterman for the purpose of considering a paper presented by Captain Heath. The committee was instructed, by resolution, to consider General Wood's incumbency in office, in addition to the other matter. This committee recommended that the term of General Wood be made indefinite and that no mention of salary be made. Accordingly a substitute resolution, as prepared by the committee, was presented for consideration, and finally adopted. The resolution as adopted and cabled to the President of the United States, through the Secretary of War, reads as follows:

WHEREAS, the proper reform of the economic and governmental conditions in the Philippine Islands will require a greater period of time than was first anticipated by the present Governor-General; and

WHEREAS, the work done by Governor-General Wood during the past eight months has demonstrated not only the wisdom of the reforms undertaken but the impossibility of a successful outcome with continuance of the supervision of the person advancing them; and

WHEREAS, the personality of Governor-General Wood, his working power and organizing ability, his knowledge of conditions and the requirements for improving them are better adapted to the existing situation than are those of any other man; Now,

BE IT RESOLVED, that the President of the United States be asked, through the Secretary of War, to request Governor-General Wood to remain in the service of the government of the United States in the Philippine Islands until he has completed the reforms he has inaugurated and until a permanent status of the Philippine Islands has been determined and fixed definitely by Congress: and

BE IT FURTHER RESOLVED, that all Chambers of Commerce of the United States and its territorial possessions be requested to assist in carrying out the purposes of

these resolutions.

The second resolution arose over a paper presented at the general meeting of May 10 by Captain Heath, who declared that the author of the paper could not be present at the meeting and had therefore asked him to present it. Present at this meeting were the following Active and Associate members:

And therefore asked film to present it.

Present at this meeting were the following Active and Associate members:

C. M. Cotterman, H. L. Heath, S. F. Gaches, E. M. Bachrach, S. M. Berger, G. T. Herrmann, George H. Fairchild, J. B. Ingersoll, S. A. Presby, H. I. Mozingo, Newland Baldwin, L. K.

Young, W. M. Butts, H. O. Havnor, Shiras M. Jones, J. L. Pierce, George B. Wicks, A. v. H. Hartendorp, Norbert Lyons, Gordon Johnston, E. W. Wilson, J. B. Clausen, W. W. Lewis, A. G. Hillberg, W. W. Larkin, Charles E. Tenney, M. D. Royer, John Gordon, Alice M. Miller, A. F. Fischer, J. A. Stiver, E. A. McClellan and R. K. Zercher.

CAPT. HEATH READS PAPER

The paper read by Captain Heath follows: The American Chamber of Commerce of the Philippines, representing a community of more than six thousand American pioneers in the Philippines, one of the nation's richest heritages, respectfully informs the President of the United States that any negotiations, now or later, whether as the result of appeal by an independence mission, by Resident Commissioners or from a Governor-General, looking to withdrawal of American sovereignty from the Philippines and the alienation of title to the United States public domain in said Islands, will not be accepted by the American community herein residing; except that, if one of the following procedures is followed and the American people vote to withdraw from the Islands and relinquish sovereignty, this community and this Chamber of Commerce will acquiesce in the will of the majority at the sacrifice of all that a quarter of a century of effort has built up-always without the assistly in the face of its opposition; namely,

Accointment of proper pleni-

First:—Appointment of proper plenipotentiaries; after that, usual public discussion and expression of press and private opinion, to draw up the terms of a treaty; publication of these terms throughout the United States for further public expression; and, finally, action by the United States Senate and the President of the United

States;

Second:—Victory at the polls by any political party that makes withdrawal from the Philippines and alienation of the title to the United States public domain in the Philippines an issue paramount to all other issues, so that there is no doubt that the party returned to office helds a mandate from the people to act in the matter.

The Chamber of Commerce would further invite attention to the fact that the party now in office has no authority from the people to act; the Philippine question was not only not an issue in the presidential campaign, but the platform on which the President and Vice-President and the Congress were returned to office made no mention whatever of the Philippine question.

The Chamber of Commerce and the American community in the Philippines hereby covenant with the people of the United States never to entertain for one single moment the thought or even the suggestion that America's flag be hauled down in the Philippines and the ideals, principles and purposes of the nation whose manifest destiny is to make democracy triumphant throughout the world be humbled before orientalism from which, in the brief period of a quarter of a century, starting from a general spirit of absolutism, it has not been possible altogether to free the Philippines—particularly when the orientalism has been from time to time encouraged and resuscitated by misguided officials.

by misguided officials.

The American people well know that their flag has never been the flag of oppression, and never will be. Therefore, in voicing the principles here set forth, which are merely the more basic elements of that which extended the domain of the Stars and Stripes across the Alleghenies farther and farther westward until today "East is West," and the brave flag flutters in the very shadow of the

chancellory of the most absolute monarchy in the world—and makes that monarchy fear for its position—the American Chamber of Commerce and the American community speaks in behalf of the common man among the Filipinos, he who today is a citizen and, if the flag came down, would tomorrow be a coolie and a serf.

The Philippine American community send its voice careering across the Pacific to inform those who may be base enough to have forgotten their traditions that God's thunderbolts are hot; the six thousand Americans here are merely that vanguard in a new and open country on which devolves the burden of laying the foundation for another mighty stronghold of American liberty. The Americans in the Philippines yield to no one in their demand for self-government in the Islands, but now and in the future this must be under the American flag.

Closing, the Chamber of Commerce invites attention to the fact that any statements that constitutional government existed in the Philippines before the American occupation, or afterward under the so-called "Malolos" government, are entirely fallacious and a conspicuous part of a propaganda to play upon the American conscience or to intimidate the Congress and the President

SPECIAL COMMITTEE NAMED

After considerable discussion, a motion was made by Mr. Fairchild, seconded by Mr. Butts, that the resolution, or paper, read by Captain Heath be referred to a committee to be appointed by the President of the Chamber for study and report within a week and also that the same committee take up the matter of General Wood's remaining here. An amendment offered by Mr. Presby, accepted by Mr. Fairchild and Mr. Butts, to the effect that a copy of the paper read by Captain Heath be given to every Active and Associate member for study until the next meeting, was lost and the original motion passed. It was also decided to hold a special meeting of the Active and Associate members on Wednesday, May 17, for the purpose of hearing the report of the special committee.

On May 11, President Cotterman appointed the following special committee to deal with the matters referred to it by the general meeting: A. W. Beam, George H. Fairchild, S. F. Gaches, F. H. Hale, F. B. Ingersoll, John T. Pickett, W. J. Shaw, Carlos Young, and C. R. Zeininger. This committee held its first session at the Chamber on May 12. Mr. Fairchild, for special reasons, asked that he be permitted to withdraw, which request was reluctantly granted. Mr. Gaches was elected chairman. In addition to Mr. Gaches, there were present at the first meeting Members Beam, Hale, Ingersoll, Young and Robb, the latter representing Mr. Zeininger. The two questions under discussion were carefully considered and another meeting was called for Saturday, May 13, but had to be postponed until Monday, May 15, because of the festivities in honor of the Prince of Wales.

URGE WOOD-FORBES REPORT

At the second meeting those present were Mr. Gaches, Chairman: Mr. Beam, Mr. Hale, Mr. Ingersoll, Mr. Shaw and Mr. Zeininger. The principal work of this session was the drafting of the resolution regarding the incumbency of General Wood in the office of Governor-General. The question of whether or not the Chamber wished to endorse any political program was next discussed and the following resolution, moved by Mr. Ingersoll and seconded by Mr. Beam, was adopted:

Reaffirming the sentiments already expressed by this Chamber to the effect that an early and permanent definition of the

political status of the Philippine Islands is essential for the welfare of the Islands;

BE IT RESOLVED, That the American Chamber of Commerce of the Philippine Islands urge upon the Congress of the United States early consideration and adoption of the recommendations for governmental reform and national policy made by the Wood-Forbes Mission in its special report to the Secretary of War.

On Wednesday, May 17, the special meeting of the Active and Associate members agreed upon the previous Wednesday was held, the following Active members being present:

C. M. Cotterman, H. L. Heath, Carl Davidson, Frank B. Ingersoll, Evan Edwards, Stanley son, Frank B. Ingersoli, Evan Edwards, Stanley Williams, S. F. Gaches, G. T. Herrmann, George H. Fairchild, W. J. Odom, R. M. McCrory, R. E. Murphy, S. M. Berger, F. H. Hale, D. M. Brown, E. J. Brown, J. P. Heilbronn, A. W. Beam, E. M. Bachrach, I. B. Dexter, N.M. Saleeby, C. R. Zeininger, Ray W. Berdeau. The following Associate members also at-

tended:
G. H. Hayward, W. W. Larkin, A. G. Hillberg, J. B. Clausen, R. P. Flood, W. H. Lambert, C. D. Squires, J. Northcott, George B. Wicks, J. A. Wolfson, Norbert Lyons, A. v. H. Hartendorp, Gordon Johnston, W. M. Buttls, H. O. Haynor, Hilton Carson, George A. Peters, M. H. Burnham, Jr., Frank P. Martin, J. S. Waddington, E. B. Keesey, E. A. Perkins, J. J. Kottinger, W. W. Weaver, R. M. Buck, H. U. Umstad, S. A. Presby, P. D. Carman, E. C. Ross, D. O. Gunn, H. O. Field, W. N. Bartholomew, J. L. Pierce, W. W. Lewis, J. A. Stiver, M. D. Royer, S. M. Jones, J. L. Irwin, S. D. Rowlands, H. W. Foster, H. I. Mozingo, Frank G. Gearheart, E. A. McClellan, John Gordon, H. Strauss, F. J. Perrine, F. L. Pray, Alice M. Miller, Edward Cook. Cook.

The President informed the meeting of the sending of the cablegram regarding General Wood as adopted by the Board of Directors on May 16 and of the opportunity given the Philippine Chamber of Commerce to cooperate in the matter. (See minutes of Board of Directors.) He then read the anonymous paper presented at the previous meeting; and then the resolution in favor of the early adoption of the Wood-Forbes report recommendations as passed by the special committee.

#### PAPER GOES TO DIRECTORS

Mr. Hayward made a motion, duly seconded that the resolution of the committee be adopted as the sense of the meeting. Mr. Fairchild requested information as to whether the report of the committee was in accordance with in-structions, and, in explanation, the President read the letter appointing the committee. Mr. Gaches, as chairman of the special committee, reported that the first two provisions in the paper were impossible and were passed over by the committee, and that they were the only important points in the paper. Mr. Butts proposed an amendment to the effect that the recommendations of the Wood-Forbes report be voted on by sections, but it was not accepted by Mr. Hayward. A vote was then taken on the original motion and the motion was lost.

Mr. Stiver at this point moved that the original communication referred to the special committee for study and report be redrafted and a copy be sent to each Active and Associate member so that they might be able to discuss it at the next general meeting on May 24.

Mr. Zeininger rose to a point of order and moved that the whole question of the anonymous resolution be laid on the table. A vote was taken and Mr. Zeininger's motion was lost by a vote of 21 to 24.

A vote on Mr. Stiver's motion resulted in 23 for and 31 against, and the motion was therefore lost.

Mr. Fairchild then moved that the original paper be referred to the Board of Directors for correction of form and recommendation. Mr. Zeininger offered an amendment specifying that the Board of Directors report back on the matter at the meeting a week hence. The amendment was accepted and the motion passed.

RATIFY BOARD'S RESOLUTION
On Wednesday, May 24, another general meeting was held at the rooms of the Chamber, general the following being present:

the following being present:

Active members: C. M. Cotterman, H. L.
Heath, S. F. Gaches, G. T. Herrmann, W. J.
Odom, S. M. Berger, George H. Fairchild, F.
H. Hale, I. B. Dexter, R. E. Murphy, A. W.
Beam, E. M. Bachrach, Evan Edwards, Frank
B. Ingersoll, Stanley Williams, F. H. Stevens,
E. J. Brown, R. M. McCrory, C. R. Zeininger,
Portland Cordage Company (represented by
Capt. Heath), Tubbs Cordage Company (represented by Capt. Heath). sented by Capt. Heath).

Associate members: J. A. Wolfson, H. O. Haynor, W. M. Butts, S. M. Jones, H. W. Foster, N. Lyons, J. Gordon, J. L. Pierce, E. B. Keesey, S. A. Presby, H. U. Umstad, D. O. Gunn, Keesey, S. A. Presby, H. U. Umstad, D. O. Gunn, F. W. Butler, F. C. Gearhart, F. A. Winchester, J. A. Stiver, E. A. Aced, E. C. Ross, M. D. Royer, G. C. Sellner, W. H. Lambert, C. A. Clark, J. A. Christensen, A. G. Yankey, H. I. Mozingo, J. J. Kottinger, P. A. Gulick, J. B. Clausen, W. W. Lewis, G. H. Hayward, A. G. Hillberg, A. v. H. Hartendorp, T. D. Aitken, E. A. McClellan, F. W. Carpenter, H. Strauss.

The President stated that the paper which was presented to the special meeting of Active and Associate members of May 17 and referred to the Board of Directors for correction of form and recommendation had been fully considered by the Board at its meeting on May 23 and that the following resolution was adopted as a substitute, to be presented to the general meeting:

WHEREAS, the title of the United States to the Philippine Archipelago, under the Treaty of Paris, is as immutable as is the title to any of the land within the continental boundaries of the United States; and

WHEREAS, acting under this concept of immutability thousands of American citizens in the Philippine Archipelago have established themselves in business and have acquired title to the public domain of the United States in the Philippines; and

WHEREAS, there has been no permanent stability of business under temporary forms of government as have existed here during the past 21 years, nor can there be until a definite status has been established; and

WHEREAS, There is now enroute to the United States the second Philippine Independence Mission, upon which there is no American representation, the avowed purpose of which is to alienate the public domain of the United States in the Philippines and to institute a new sovereignty here; and

WHEREAS, these recurring Independence Missions and the political propaganda for independence carried on here and in the United States at the expense of the taxpayer unnecessarily deplete the public treasury, keep the country in an unstable condition for business, create political unrest, and are liable to disturb public order; Therefore,

BE IT RESOLVED, that this Chamber hereby re-affirms its former resolution that the present status of the Philippine Islands is undesirable and that the institution of territorial government under the sovereignty of the United States is desirable; and

BE IT FURTHER RESOLVED, that the Congress of the United States be, and hereby is, requested to pass a joint resolution declaring its intention to take up and decide the matter of a permanent status for the Philippines within the year ending December 31, 1922; and

BE IT FURTHER RESOLVED, that the Congress of the United States be, and hereby is, requested to include in said joint resolution authority for the American Chamber of Commerce of the Philippine Islands as the representative body of the American Community in the Philippines, to appoint or elect a committee of three representative American citizens of long residence in the Philippines. and that this committee be asked to proceed to Washington, at their own expense, to represent the American interests in the Philippines in all matters and deliberations

affecting the institution of a permanent status and/or a change in the status of the Philippine Islands; and

BE IT FURTHER RESOLVED, that all the Chambers of Commerce of the United States, other associations and individuals in favor of the retention of the Philippine Islands under the sovereignty of the United States be asked to further the accomplishment of this resolution and that it be given to the public press.

Captain Heath moved the adoption of the resolution as read. Being duly seconded, the President asked for further remarks on the motion. There were none. The resolution was thereupon voted upon and passed.

In accordance with the provisions of the resolution, the Secretary cabled it to the President of the United States, the Speaker of the House of Representatives, the President of the United States Senate and the Chamber of Commerce of the United States, through the Secretary of War.

#### OUR COVER PAGE

Our cover this month shows a photograph of a little-known monument in the very heart of the city's business center, Plaza Cervantes. was erected to the memory of George W. Hubbell, Esq., a pioneer American business man and American Consul in Manila, who died of the cholera on May 3, 1831, aged 35 years. "He was a native of Bridgeport, State of Connecticut, and son of Captain Ezekiel Hubbell," the inscription eloquently states.

Those were the days of venturesome Yankees who spread to the four corners of the earth in the search of trade. New Englanders, with the trading and seafaring instincts bred in their bones, they established themselves all over the world. Here the Hubbell family helped found the once famous American house of Peele, Hubbell and Company, which, after Russell and Sturgis failed in 1875, continued to be the only American house in the Islands. In 1887 it also had to bow to foreign competition. Its successor is the present British house of Warner, Barnes and Company.

Clarence W. Hubbell, at one time Acting

Director of Public Works of the Philippines and now on the engineering staff of the city of Detroit, is a member of the Hubbell family of

nineteenth century Manila.

The Cementerio del Norte shows many stones bearing inscriptions of American names. Some may also be found in the English cemetery at San Pedro Macati. Practically without exception the names are those of New Englanders.

The Hubbell monument lay buried for 65 years in a Manila warehouse before it was unearthed during the early days of American occupation and set up in its present site.

#### SCHEDULE OF MEETINGS

Thursday, June 1, 4:30 p. m., regular meeting, Embroidery Section.

Monday, June 5, 1:00, p. m., regular meeting, Builders' Section.

Tuesday, June 6, 4:00, p. m., regular meeting, Board of Directors.

Monday, June 12, 1:00, p. m., regular meeting, Builders' Section.

Tuesday, June 13, 4:00, p. m., regular meeting, Board of Directors. Wednesday, June 14, 1:00, p. m., regular meet-

ing, Active and Associate members.

Monday, June 19, 1:00, p. m., regular meeting, Builders' Section.

Tuesday, June 20, 4:00, p. m., regular meeting,

Board of Directors. Monday, June 26, 1:00, p. m., regular meeting, Builders' Section.

Tuesday, June 27, 4:00, p. m., regular meeting, Board of Directors.

Wednesday, June 28, 1:00, p. m., regular meet-

ing, Active and Associate members.

Monday, June 3, 1:00, p. m., regular meeting
Builders' Section.

Thursday, July 6, 4:30 p. m., regular meeting, Embroidery Section.

#### Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. PERKINS,

General Counsel of the Chamber.

Foreward:—The Supreme Court of the Philippine Islands, composed of nine members, is the Court of last resort for nearly all cases arising in the Islands. A very few are appealed to Washington, from time to time, such cases generally depending upon the construction of some clause of the Constitution or of some Treaty or Act of Congress. The Supreme Court sits in Manila both en banc and in divisions. There are two divisions, one composed of four justices and the other, of five. Many of the cases disposed of by the Court are handled in division and such decisions are not ordinarily published. It is only when it sits as a body, en banc, that the decisions are published in the Official Gazette and become precedents for future guidance. Such decisions, as reported from time to time in the Official Gazette, will be noticed in these columns when considered to be of interest to the American business community or when relating, in general, to the commerce and industry of the Islands, by quoting from the syllabus of the case.

#### CONTRACTS OF EMPLOYMENT

1. Contract; Master and Servant; Unjustifiable Dismissal of Employee; Damages.—When an employee hired for a stated time is dismissed by his employer without sufficient cause he may maintain an action for the damages consequent upon the wrongful dismissal.

2. Id.; Id.; Id.; Id.; When Cause of Action Accrues.—In such case the cause of action in favor of the employee accrues at once upon the wrongful dismissal, and the action may be brought immediately thereafter and at any time before

the action is barred.

- 3. Id.; Id.; Right of Recovery Not Affected by Time of Institution of Action or Hearing of Cause.—The circumstance that the action is brought, or the trial had, before the term of the contract has fully passed does not affect the right of recovery, though practically the damages may be more precisely estimated if the trial in first instance takes place after the term of the contract
- 4. Id.; Id.; Id.; Amount of Damages to be Awarded.—The damages to be awarded should be such as to compensate for the breach of the contract as of the date when the wrongful act was committed; and in estimating these damages the tribunal should consider the contract as an entirety and take into account all the elements of value pertaining to it, not omitting the consideration of the length of the term during which the employee should have continued.
- 5. Id.; Id.; Id.; Mitigation of Damages.—
  In estimating the damages in an action of this character for the period of time already past the employer may show in mitigation of damages that the discharged employee obtained remunerative employment elsewhere or that in the exercise of due diligence he might have obtained such employment.

6. Id.; Id.; Id.; Burden of Proof.—It is not incumbent on the plaintiff to prove as a part of his cause in chief, that he had not been able to obtain remunerative employment after his dis-The burden of proof upon this point

is upon the defendant.

- 7. Id.; Id.; Id.; Id.; Estimation of Damage for the Residue of Term; Various Considerations Affecting Measure of Damages. - In respect to the Affecting Measure of Damages.—In respect to the damages to be awarded for the residue of the term after the date of trial, the following, among other considerations, should be taken into account, namely, first, the amount of the stipulated compensation, secondly, the probability that the lives of the contracting parties would have con-tinued to the end of the term, thirdly, the probability that the employee would have continued to be capable of performing his work to the end of the term, fourthly, the probability that the discharged employee will be able to earn money in other employments during the period between the trial and the end of the term, and, lastly, any other uncertainties growing out of the terms of the contract.
- 8. Id.; Id.; Id.; Id.; Id.; Duty or Employee lo Scek Employment.—A discharged employee un ler a continuous obligation to use reasonable diligence to obtain other suitable employment; and this obligation is no less predicable with respect to the time between the trial and the end of the term than with respect to the period preceding the trial.

Antonio García Palomar vs. The Hotel de France Company, XX Off. Gaz., pp. 958-959. April 25, 1922.

INSOLVENCY LAW

1. Insolvent Cannot Make Preference.-Where a person files a petition in the Court of First Instance to be adjudged insolvent under Act No. 1956 of the Philippine Legislature, pending the final adjudication, the filing of the petition ipso facto takes away from, and deprives the petitioner of the right to, do or commit any act of preference as to creditors.

2. Title of Assignee Relates Back.—Where an insolvency petition is filed in the proper court, and, in the ordinary course of business, the petitioner is adjudged insolvent and an assignee is duly elected, the title of the assignee to the property of the insolvent relates back and becomes vested as of the date the insolvency petition was

Title Carries Possession .- Where in January, 1919, a firm borrowed money from a bank and executed its promissory notes and delivered to the bank negotiable quedans as collateral to secure their payment, the indorsement and de-livery of the quedans and the pledging of the collateral ipso facto carries with it the title to the property described in the quedans, together with the constructive possession of it, and legally the owner and holder of the quedans becomes the owner of the property described in the quedans, and is entitled to its possession.

4. Owner of Negotiable Quedans is Owner of 4. Cruner of Negotiable Quedans is Cruner of Property.—Where quedans were endorsed and delivered in January, 1919, to secure a preexisting debt, and the insolvency petition was filed on April 21, 1919, the holder of such quedans is the owner of the property therein described, as against the assignee or any creditor of the insolvent.

5. Statements and Representations do not Convey Title.—Where on February 10, 1919, a firm received certain quedans under a promise to return them on or before February 27th, to which was attached a certificate of the firm dated February 8, 1919, that certain described property was in its bodegas which it promised would not be removed without first consulting its creditor, construed together, such instruments do not constitute a negotiable quedan, and are nothing

more than a representation and a promise and do not convey title to the property.

6. Assignee Entitled to Possession.—Where it appears that on February 8, 1919, on behalf of one of its creditors, a firm made a representaone of its creditors, a firm made a representa-tion, and, on February 10th, made a certificate as to certain property, and filed its insolvency petition on April 21, 1919, and the property was left and remained in possession of the insol-vent firm, and was not delivered to the creditor until May 3, 1919, the assignee of the insolvent firm, as against such creditor, is entitled to the possession of the property or its value.

7. Declared Value May Become Market Value.—Where there is no evidence of the actual market value of the property, but the parties themselves placed a declared value on the property at the time of delivery, in the absence of other testimony, the declared value will be con-

sidered and treated as the market value.

Philippine Trust Company vs. Philippine
National Bank, XX Off. Gaz., pp. 1031-1032.

May 4, 1922.

IMPRISONMENT FOR DEBT

Constitutional Law; Imprisonment for Debl.— By virtue of the prohibition in the Philippine Bill reproduced in the Jones Law, "that no person shall be imprisoned for debt," debtors cannot be committed to prison for liabilities arising from actions ex contractu.

George H. Ganaway vs. J. W. Quillen, XX Off. Gaz. p. 1042. May 6, 1922.

PIRACY
1. Piracy; Articles 153, 154, Penal Code; Whether in Force.—The provisions of the Penal Code relating to piracy are not inconsistent with

the corresponding provisions in the United

2. Id.; Id.; Id.—Those provisions of the Penal Code dealing with the crime of piracy, notably Articles 153 and 154, are still in force in the Philippines.

3. Id.; Id., Id.—Article 153 of the Penal Code now reads as follows: "The crime of piracy committed against citizens of the United States and citizens of the Philippine Islands, or the subjects of another nation not at war with the United States, shall be punished with a penalty ranging from cadena temporal to cadena perpetua. If the crime be committed against nonbelligerent subjects of another nation at war with the United States, it shall be punished with the penalty of presidio mayor.

4. Id.; Defined.-Piracy is robbery or forcible depredation on the high seas, without lawful authority and done animo furandi and in the spirit and intention of universal hostility.

spirit and intention of universal hostility.
5. *Id.; Jurisdiction.*—Piracy is a crime not against any particular State but against all mankind. It may be punished in the competent tribunal of any country where the offender may be found or into which he may be carried. The jurisdiction of piracy unlike all other crimes has no territorial limits. no territorial limits.

6. Id.; Id.—It does not matter that the crime 6. Id.; Id.—It does not matter that the crime was committed within the jurisdiction 3-mile limit of a foreign state, "for those limits, though neutral to war, are not neutral to crimes." (U. S. vs. Furlong (1820), 5 Wheat., 184.)
7. Id.; Instant Case.—One Moro who participated in the crime of piracy was sentenced to death and another to life imprisonment.
8. Public Law; Criminal Law; Effect of Transfer of Territory.—The political law of the former sovereignty is necessarily changed.

former sovereignty is necessarily changed. The municipal law in so far as it is consistent with the Constitution, the laws of the United States, or the characteristics and institutions of the government, remains in force.

9. Id.; Id., Id.—Laws subsisting at the time

of transfer, designed to secure good order and peace in the community, which are strictly of a municipal character, continue until by direct action of the new government they are altered

action of the new government they are altered or repealed.

10. Id.; Id., Id. -Wherever "Spain" is mentioned in the Penal Code, it should be substituted by the words "United States" and wherever "Spaniards" are mentioned, the word should be substituted by the expression, "citizens of the United States and citizens of the Philippine Islands."

The People of the Philippine Islands."

The People of the Philippine Islands vs. Lol-lo Saraw, XX Off. Gaz., pp. 1049-1050. May & Sarau 9, 1922.



EDITORIAL OFFICES

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

Vol. II JUNE, 1922 No. 6

#### CREATING AN IMPRESSION

Elsewhere in this issue we reproduce an article from Kelly's Monthly Trade Review for March based on an article in the December issue of this JOURNAL entitled "American Trade in the Pacific". Kelly's Monthly, we understand, is issued by the same company that issues Kelly's Trade Directory, the standard British publication of its kind. It is an important and widely circulated journal, reaching all the countries of the world. In the course of the Kelly's Monthly article reference is made to comment on our own article in "a contemporary in the Far East," of which comment we have never heard. At any rate it is plain that the JOURNAL is attracting some attention abroad and that the opinion of the Americans in the Islands, as expressed through this JOURNAL, is having some weight in responsible quarters.

However, what we started to say was that we were considerably surprised to see the British trade monthly agree so heartily with the ideas and principles expressed in "American Trade in the Pacific". The article, which by the way was written by one of our most prominent members, tackled the problem from a thoroughly American nationalistic standpointthe fundamental idea being that American commercial interests should be the prime consideration in our Far Eastern policy. It made no bones over the competitive struggle with other nations. In effect it was a commercial declaration of war in the Far Eastern trade field. Yet our British contemporary seems to think highly of the article and agrees with some of its principal asseverations. It does think, however, that the article takes on "too pessimistic an outlook" in forecasting dire disaster to American trade in the Pacific should a policy of "sickly, morbid altruism" be followed. The British monthly has confidence that there ought to be room for everybody, particularly in Philippine trade, whose "productive possibilities have \*\*\* \* scarcely been scratched". Once American protection has been definitely established, it concludes, American capital will flow freely into the Islands and a demand will be created that will benefit the manufacturers of all nations.

That is certainly a sensible and genuinely altruistic view of the situation. It will thus be seen that the Britisher can view our own national ambitions with charity and forbearance, knowing full well that no constructive effort can be put into effect without helping everybody in every  $w_{a\gamma}$  connected with the scheme.

We are gratified to see the international commercial world taking a keener interest in Philippine matters than at any time in the past and this interest, we have reason to believe, is due in no small measure to the AMERICAN CHAMBER OF COMMERCE JOURNAL of Manila.

#### TROUBLE IN CHINA

Big newspaper headlines and blood-dripping reports of battles in China do not seem to cause much of an impression in Manila. The internal troubles of our next-door neighbor on the Asiatic continent are not taken very seriously, despite the herculean efforts of the correspondents and the headline writers. The Philippines simply will not be brought to a state of nervous tension and mental agitation over the vicissitudes of the various factions that are engaged in an apparently deadly feud, led by bandits, ex-bandits or pseudo-statesmen and patriots.

It seems to make very little difference to the average man on the street in Manila whether it was Chang Tso Lin, Wu Pei Fu or Sun Yat Sen that is reported to have slain the last hundred thousand "soldiers" somewhere in the vicinity of some unprounceable city. In short, we of the Far East are "on to" the situation. We know that back of it there is little popular initiative—that it is a war between rival leaders, each trying to obtain full control so as to be in a better position to exploit the rewards and prerogatives of government.

The Chinese idea of government and our own differ radically. The time has not come yet when any considerable portion of the Chinese people can be expected to participate on their own initiative in a genuinely democatic movement. They are too ignorant, too deeply steeped in the traditions of a dead and depressing civilization. Any political movement in China must needs be a movement led from above, by a strong leader who can command a horde of blind and unthinking followers. Hence no deep significance is attached to the activities or demands of any of the warring factions. The whole thing is regarded as a factional struggle on a larger scale than normal—that is all

Back of it all stands an outside power, silent, grim, mysterious and crafty, working in ways that are dark and through tricks that are far from vain. And this power, wiser, stronger, and more resourceful than the lighting factions, stands by, ready to take advantage of the situation.

In the final denouement, China will lose her identity, unless she wakes up and takes her place with the progressive nationalities of the world. Otherwise the heritage of China's long and honored line of ancestors will fall to the stronger and more aggressive Oriental.

The present trouble in China is only a minor manifestation of the bigger, more vital change that is taking place—a change that will inevitably take place if things go on as they are, for the law of the survival of the fittest is immutable.

#### THE SECRETARY OF THE NAVY

It now appears certain that Secretary of the Navy Denby will accompany the members of the U. S. Naval Academy Class of 1881 who will journey to Japan for a reunion, Admiral Uriu of the Japanese Navy being a member of the class. In the course of the journey, the naval transport Henderson will stop at Manila, thus giving the Secretary and his porty an opportunity to visit this city.

The American Chamber of Commerce of the Philippines welcomes Secretary Denby and his fellow-journeyers. We trust that the distinguished travelers will find the visit to the port that witnessed the first unfolding of the American Flag as a token of national sovereignty in the Far East, interesting. It was the Navy, under Dewey, that first planted the Flag here, and the results are open for inspection.

#### GENERAL WOOD'S TENURE OF OFFICE

This Chamber has gone on record as desiring General Wood to remain here as Governor General and has initiated a nationwide movement having as its object the retention of the General in this office. Despite the fact that some members of the American community are of the opinion that General Wood's program thus far is not drastic enough, there is practical unanimity on the proposition that no better man than General Wood can be found for the job and that if he can not fill it successfully no one else can.

The work to be done requires time and patience. It is not a two or three or six months' job. Before any substantial results can be expected, two or three years must elapse. And even then, permanent improvement is not assured unless there is some guarantee of continuity of policy. That is why the Chamber's request for an extension of General Wood's tenure of office is coupled with the specification that such extension be limited only by the period during which the task now begun has been accomplished and a definite, unequivocal policy has been established. These are the conditions sine qua non under which a satisfactory solution of the Philippine problem can be worked out.

#### A TIP TO MERCHANTS IN THE U.S.A.

We have before us a letter addressed to an American in Manila by a United States business concern. It is a form letter, obviously so from the difference in color between the salutation and the text. It is dated March 29, 1922, and begins as follows:

"Surprised that you did not answer our courteous letter of March 16th, with enclosed stamp for reply. Perhaps it miscarried."

It takes a full month for mail from the United States to reach the Philippines. Yet this concern sent scores, and perhaps hundreds, of letters to the Islands on March 29 expressing surprise why no reply had been received to a letter mailed on March 16. Not only that, but each letter mailed on March 16 contained a two cent United States postage stamp, which is of no value for postage purposes in the Islands.

Letters such as these are worse than useless. They create a positive animus against the sender. And they represent a big waste of money. The above series of two letters together with the postage stamp enclosed must have cost about ten cents gold per address, and the money was absolutely wasted.

This is only one instance of scores of others that constantly come to the observation of local residents and business firms. Obviously a large percentage of American business houses are not conversant with the geography or the postal regulations of the Philippines. The amount of money wantonly wasted annually through this species of ignorance must be enormous

Moral: When doing business with the Philippines, don't forget their location and that United States postage stamps are not accepted in the Philippines.

#### A STOCK AND PRODUCE EXCHANGE

Another important need of the business community is a stock and produce exchange. The chambers of commerce, the government, the press, and individuals for the past twenty years have been advocating the establishment of such an institution. Like a credit association, such an undertaking must be cooperative. It must be sponsored and supported by the business community as a whole. To be sure, it has received support from various quarters at all times, but never has there been a concerted and really serious movement having as its object the establishment of such an institution.

Some weeks ago the Philippine Chamber of Commerce suggested the establishment of a "centro de transacciones," the equivalent of a stock and produce exchange. The idea was endorsed by this Chamber, but nothing substantial ever came of it.

At present, the process of buying and selling commodities in the local market is extremely wasteful of time and energy without at the same time being as efficient as is desired. A merchant desiring to obtain a quotation on a certain commodity must see several other merchants and brokers and draw his conclusions. Actual sales, to be sure, are very often known a short time after they are consummated, but at times they are ndt known. The present process of arriving at an accurate quotation is complex, intricate and by no means scientifically exact. In the same manner are sales and purchases of stocks complicated and productive of a loss of time and energy.

Now if all the principal dealers in commodities were brought together in a definite locality, where they could meet and transact business without loss of time or effort, business would be speeded up at least 100 per cent. Responsible business men would deal with each other directly, thus eliminating all possible misunderstandings and also commissions of one or more intermediaries. Naturally, some of the brokers would be adversely affected—a smaller number of brokers will be required—but there is complaint now that in some fields, such as exchange, the number of brokers is so large as to constitute a source of annoyance to executives.

Practically every large city in the world has its exchange or exchanges. Such institutions are the natural outgrowth of business progress. In Manila there is not a single exchange. Hence business is bound up with all the time-wasting and costly impedimenta of the mediaeval bartering system. The fact that the existence of an exchange will tend to lower overhead costs on nearly all commodities should be a not unimportant consideration.

The time would appear to be ripe for the establishment of a stock and produce exchange along modern lines. The old quarters of the American Chamber of Commerce which are about to be vacated would make an ideal location for such an institution. The place is equipped with the necessary paraphernalia in the way of blackboards and is spacious enough to accommodate all groups that might desire to congregate each business day.

#### THE PRINCE OF WALES

His Royal Highness, the Prince of Wales, paid Manila a visit in the course of his Oriental tour last month. The people of Manila received the heir to the British throne with open arms, but aside from his official capacity, the Prince màde a genuine hit because of his democratic ways and human qualities; that is to say, the Prince "made good" precisely because of the fact that he doesn't act like a Prince.

When in the course of a rough and tumble polo game, the Prince was hit over the eye with a polo ball, he acted like a perfect sport and insisted on going on with the game despite the ugly wound on his forehead. He displayed the qualities that made Britain what she is, and which in large measure explain that nation's success with her colonies. The Prince of Wales typifies his nation in more ways than one. That is about the only use there can be for royalty these days in such a democracy as Britain.

Edward, son of George, promises to become as popular an heir to the throne and monarch as his illustrious grandfather and namesake. If he develops the tact and statesmanship of Edward VII, the present Prince of Wales will some day become a great constitutional ruler. At any rate, he "made good" with the Americans in Manila, who wish him a happy continuance of his journey and a safe return home.

Many a Manilan when he describes a man as a "prince" hereafter will have in his mind's eye the engaging personality of the youthful, smiling and genial heir to the British throne who passed through this city last month and whom everybody felt like calling "Eddie".

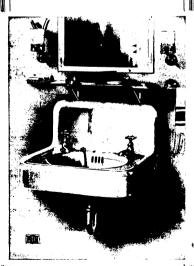


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#### Review of Business Conditions For May

#### THE UNITED STATES

If the stock market serves as an index to the progress of business, the economic situation in the United States virtually marked time during the month of May. The big bull movement that started last fall was very much retarded, and although the whole list will probably show a small net gain for the month, the indications are that the movement has reached its apex.

An important development in the direction of better business was the ten per cent general reduction of freight rates by the Interstate Commerce Commission. This action followed conferences between President Harding and the leading railroad excutives, who, in a statement issued from the White House on May 21, were reported as being prepared to coöperate with the government in reducing rates. By the new schedule, promulgated on May 25, passenger and sleeping car rates are not affected. The coal strike is running a leisurely course

The coal strike is running a leisurely course without apparently attracting much attention. Considerable apprehension was felt over the prices next winter. To obviate profiteering secretary of Commerce Hoover held a meeting with the principal operators of non-union mines and entered into an agreement with them by which a committee, on which producers and consumers will be represented, will supervise distribution and try to prevent the sale of coal to non-consumers. Price schedules based on the 1917 prices will be adopted.

which a committee, on which producers and consumers will be represented, will supervise distribution and try to prevent the sale of coal to non-consumers. Price schedules based on the 1917 prices will be adopted.

Both President Harding and Chairman Lasker of the United States Shipping loard declared themselves as unreservedly in favor of a big merchant marine, which they considered essential to the growth of the nation. President Harding placed the fulfillment of the Administration's shipping program as first on the list of important measures to be put into effect.

In the meantime, Vicente Villamin, a director of the Philippine-American Chamber of Commerce of New York, which, by the way, does not represent the American business community of the Islands, made himself conspicuous by working and protesting before Congress against the extension of the United States coastwise laws to the Islands, an essential and important part of the Harding and Lasker shipping program which is favored by the American Chamber of Commerce of the Philippine Islands.

The failure of the Genoa Conference was a

The failure of the Genoa Conference was a disappointment to many people, but in the larger sense it was considered fortunate that some of the nations of Europe can place principle above material considerations. J. P. Morgan's "sitting in" with the Allied reparations commission as a private individual is a new departure in the European game that is being watched with interest. Evidently Wall Street is beginning to worry about its European commitments.

The reported steel merger of the six largest companies in the country seems to have been queered by the decision of the Youngstown Steel and Tube Company to quit the combine.

Unemployment is reported to be on the decrease and there is no question but that an all around, though slight, improvement in general business conditions took place during the month. The Philippines doubtless will soon show the natural sympathetic reaction to this upward trend of the business barometer.'

#### MAY SUGAR REVIEW

By George H. Fairchild President, Welch, Fairchild & Co., Ltd.

In our last review we stated that the New York market had been adversely affected by a report that the Cuban crop was likely to reach 3,700,000 tons, which was considerably more than was expected. Since that report was issued, weather conditions for the harvesting of the growing crop have been unfavorable, and this has caused centrals to close down more rapidly than was expected, with the result that the crop is not likely to exceed 3,500,000 tons. The estimates of the Porto Rican crop and the domestic beet crop have also been considerably reduced. These factors have undoubtedly contributed largely to the improved tone which has become evident during the past few days in the New York market. Improved demand from U. K. and other European countries has also been a favorable factor.

There have been sales in the New York market of large quantities of Philippine centrifugals during the past month. Unfortunately some of these sugars were pressing on the market before the improvement took place and were sold at 3.86 cents, landed terms. Other sales have been made at prices ranging from 3.92 cents to 4.3/16 cents, refineries being at present inclined to part a little more for later than for prompt arrival.

Prices of Cuban sugars ranged for a time between 2½ cents and 2½ cents, c. & f, but have since advanced considerably and latest advices report sales at 2-5/8 cents, c. & f.

The local market has been fairly active during the past month, but transactions have been restricted owing to dealers being reluctant to sell, preferring to hold off as long as possible in the hope of higher prices. Towards the end of last month there were sales of small quantities of centrifugals at prices ranging from \$P9.00 to \$P9.25 per picul, ex godown, but now buyers would pay \$P9.50 to \$P9.75 for large quantities.

There have been evidences that the muscovado market, which has been stagnant for a long time, is reviving. Japanese buyers have been inquiring and have come to business for limited quantities, although at a lower level of prices than they paid for previous purchases. This is to be expected in view of the large stocks of muscovados still held in Japan. There are buyers of Hoilo muscovados on the basis of \$P6.50 per picul, exgodown, for No. 1, 50 centavos down per grade.

The first typhoon of the season occurred on the 21st and 22nd instant, but, while it passed strongly over the sugar districts in northern Negros and in Pampanga, it does not seem to have done any extensive damage to the growing cane, although it caused the usual washouts of track and temporary bridges.

#### COPRA AND ITS PRODUCTS

By S. P. WHITE,
President, Willits and Patterson, Ltd.

Manila, P. I., May 26, 1922.

The copra and coconut oil situation has not changed materially during the past month Advices from America indicate a continued duliness in the oil market, and only a limited demand by consumers. There are apparently several thousand tons still in the hands of speculators and some small parcels have been released at sacrifice prices. The majority of these holdings however, seem to be strongly held, and it is possible that no considerable quantities will be thrown on the market as distressed lots.

The quotations for c. i. f. sales of coconut of have been nominally 7½ cents Pacific Coast and 7¾ cents New York. Sellers have been holding off selling at these prices, which do not allow a margin of profit to Manila mills. Sales have been reported of two large parcels of a total amount in excess of 7,000 tons, for forward deliveries, at prices equivalent to 7½ cents c. i. Pacific Coast and 7½ cents c. i. f. New York. The sales price on these lots has not been confirmed, but it is thought to be authentic.

Shipments of coconut oil during the month total approximately 7,000 tons, all of which have

been for the United States. Local stocks during May have averaged 8,000 tons. There was an average of seven mills operating during the month, although the operation of one or two (where her beauty). of these has been rather spasmodic.

It is expected that arrivals of copra in Manila will be somewhat in excess of 200,000 piculs for May, which is an increase over last month. Arrivals should continue to increase from this time forward. Local prices have been fairly stead: throughout the month on the basis of P10.625 for bodega copra. However, during the last few days the market has evidenced some weakness, and a number of buyers have reduced their ideas to from P10.25 to P10.50 for a bodega quality. Exports of copra during the month have been fairly light from all Philippine ports, and it is probable that the total amount is not in excess of 3,000 tons. Quotations from America are from 4½ cents to 4¾ cents c. i. f. Pacific Cont. parts. Coast ports.

#### COPRA CAKE

The copra cake market has remained firm during the month and sales have been reported at \$35 per ton ex-bodega. Reports from European correspondents indicate that the German farmers, to whom the majority of the recent shipments of Manila copra cake have been sold, are prosperous, and that the demand by them for copra cake at the present level of prices will probably continue for some time. There has been some inquiry from America for copra cake at near the equivalent offered by European buyers, but little business has been consummated from this source.

#### REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS Manager, International Banking Corporation

Our report for the month of April closed on the 25th of that month with banks' selling rates for New York exchange quoted nominally at 134% for demand drafts and 234% for telegraphic transfers. The market remained practically unchanged at that level with business dull until May 17, when several banks came out and 3%, to  $2\frac{1}{4}\%$  and  $3\frac{1}{4}\%$  on the 19th,  $2\frac{1}{2}\%$  and  $3\frac{1}{6}\%$  on the 20th and  $2\frac{1}{4}\%$  and  $3\frac{1}{4}\%$  on the 20th and  $2\frac{1}{4}\%$  and  $3\frac{1}{4}\%$  on the 21th. There was practically no business on the 23rd owing to the severe typhoon, but on the 24th the market took on a weak aspect, probably due to the receipt of the news that the United States Senate had passed the bill authorizing the increase of the indebtedness of the Islands to \$72,000,000, in accordance with the Governor General's program, and became un-Governor General's program, and became unsettled, rates easing off to nominally 2½% for demand and 3½% for cables. The market was, however, steadied somewhat by one or two banks buying. There were keen sellers and practically no buyers on the 25th and the market was hard to judge, but closed with rates nominally called 2½% and 3½%, although business was reported as done during the day at from ½% to ½% lower.

The London cable market in New York has been remarkably steady during the month under

been remarkably steady during the month under review. The rate reported at the close of our last report was 443 on April 24, but the market then eased off to 442½ on the 28th and 29th and then gradually firmed up until it reached 445 on the 15th, remaining unchanged at that figure until the 24th, which is the last rate to hanc at the close of this review.

Si ver, which was quoted at 3434 pence per 92, spot and forward on April 24, hasbeen quite erratic during the month, receding to 343, for both positions on April 29, and after man fluctuations touching 37 d. spot and forward on May 19. The last rate to hand is 36), spot and forward on May 24.

Starling cables were quoted locally at 2/1-78 on May 25, and the banks' buying rate for 4



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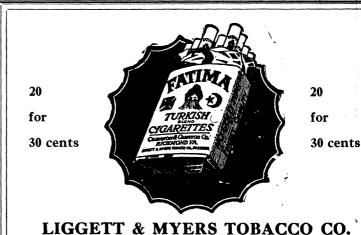
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months sight credit bills was 2/2-3/16 at the close, a full penny under the closing rates of the April review.

Telegraphic transfers on other points were quoted nominally at the close on May 25 as follows:

Paris	520
Madrid	1681/
Hongkong	1223
Shanghai	591/
Singapore	1091/
Japan	99
India	163
Java	125

#### REVIEW OF THE HEMP MARKET

By H. Forst,

Vice President and General Manager, Macleod & Co., Inc.

All consuming markets during the month of May ruled dull and conditions today are practically the same as they were on April 24, the date of our last review. Receipts show a falling off of 26,000 bales, being 81,000 bales for the month of May as compared with 107,000 bales of hemp which arrived during April. What is of more consequence, however, is the very pronounced decrease in the amount of hemp exported, this being only 73,500 bales in May as against 140,000 bales during the previous month. Stocks in Manila and Cebu increased from 227,000 bales to 234,000 bales.

Lower grades, prohibited under Order No. 13, continue to arrive from the provinces and find ready buyers at very advantageous prices in comparison with prices paid for better qualities. After a very careful study, and after having given Order No. 13 not alone a fair trial but one of sufficient length, we are satisfied that the net result has been an over-production of higher grades, which are now being sold at a price formerly demanded by grades "J" and below. We are still of the opinion that the question as to what grades should be produced should be left entirely in the hands of the buyer. Production of the various grades will automatically adjust itself as the various grades are required in the world markets. \*

required in the world market	o.				
RECEIPTS (SINCE JANUARY 1)					
	1922	1921			
	Bales	Bales			
Manila and Cebu	420,626	296,459			
Shipments					
U. S. Atlantic Coast	95,007	55,575			
U. S., Pacific Coast	94,013	70,067			
U. K	106,357	54,736			
Continent	40,971	11,354			
Japan	83,546	47,235			
Australia	7,958	8,145			
lsewhere and Local	15,015	15,856			
Total shipments since					
January 1	442,867	262,968			
Stocks at Manila and Cebu	234,159	365,081			
* Order No. 13 was cancelled on this article was written.—The	May 31, e Editor.	1922, since			

THE RICE INDUSTRY

By PERCY A. HILL,

of Muñoz, Nueva Ecija

Director, Rice Producer Association

The price of rough rice (palay) remains the same at all the principal shipping centers, but liquidation of storage quedans are slow owing to lack of actual circulating medium. Nevertheless, the cereal being the most vital necessity for native subsistence, sales and prices will doubtless remain stable, in spite of importations

The outlook for increased production is rather slight, owing to lack of actual cash and credits necessary to carry on the industry, still the law of diminishing returns in regard to rice product

tion will rather work in its favor as the cost of the product will necessarily tend to rise as there is a decreasing area opened to this cereal each year, and population tends to increase.

The rice producer, however, need have no fear of over-production, as there is ample demand for the product right here in the Islands, and with the exception of the last two years there has never been a respectable carry-over. More stress should be laid on the yield per hectare, as it costs just as much to produce a twenty cavan crop a it does a sixty cavan crop. Owing to low yi dis, the gross return per hectare of land planted to rice last year was only a little over P33 while sugar gave a gross return of a little less than P400.

Climatic, land and water conditions all point to the provinces of Nueva Ecija, Pangasinan and Tarlac as the three premier rice producing provinces, and their annual average yield per hectarc compares favorably with other oriental rice producing countries. The 1918 and subsequent yields of Nueva Ecija were all over 40 cavans per hectare, with Pangasinan slightly lower.

The 1920 Yearbook for the Dutch East Indies states that the average rice yield per hectare was approximately a ton of clean rice, which is slightly under 40 cavans per hectare, and this on the 3,500,000 hectares, three-fourths of which is irrigated. The 1919 Burma yield was only 33.4, with that of Indo-China 44.5 cavans per hectare. The yield of Nueva Ecija was 43,21.

Much more concentration should also be applied in the selecting of seed, as a gain of seven per cent was observed last year due to the using of the inexpensive "salt-water" method of seed selection. This method of separating the heavy grains from the light by means of a saturated solution of salt water has proved very efficient as well as cheap, and practically eliminates the lighter embryo seed and increases the quality and weight of the product.

The extraordinary slump in rice prices these last two years has had the effect of making the grower careless of better cultural conditions and has resulted in the old haphazard way of producing the cereal, for during the times of high prices for this commodity, every factor for bettering the crop through cultural methods was seized upon by the rice producer in attempting a higher yield from his land.

The secondary rice crop of those towns in Pampanga and Bulacan which enjoy water control through irrigation has just been harvested, the average yield per hectare being in the neighborhood of 30 cavans, with an average selling price of \$\mathbb{P}3.00\$ per cavan at the shipping points.

#### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co.

Developments favorable to the tobacco planters have been the most outstanding feature of the tobacco situation during the past month. Imagine the attitude of the farmers in Kansas, if the Department of Agriculture were to issue an order ruling that corn grown in Kansas was only fit for hog feed and could not be used in the manufacture of human food products for consumption in the other States of the Union. An analogous law has been in effect in these labands since 1916 when Mr. Rafferty, in Order No. 35, ruled that only tobacco from the provinces of Cagayan, Isabela, and Nueva Ecija, could be used in the manufacture of cigars for shipment to the United States.

This law, recently annulled by the Supreme Court, has worked to the distinct advantage of certain powerful factors in the tobacco industry. Without questioning the integrity of the defunct official who promulgated this order, it is beyond the capacity of the ordinary mind to comprehend this discrimination by reason of the geographical location of the tobacco plantation, in view of the fact that it is generally

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MIRA PEREZ, Agents 57-ESCOLTA-57 admitted that good tobacco is largely the result of the handling it receives after it is delivered to the drying sheds. Admittedly the soil and selection of seed are also factors of vital im portance, but samples of tobacco grown in various parts of the Islands outside of the three favored provinces conclusively prove that the production of high grade leaf need not be confined to any particular district.

That the existence of this law has not only retarded the development of the tobacco in dustry in these Islands but has also been a reflection on the capacity of the Filipinos for self-government is self-evident, for while it is true that the law emanated from the gigantic brain of a supposedly informed American official, it is within the power of the Filipino legislature to restrain maladministration and so give evidence of its capacity. The immediate result secured by this ruling of the Supreme Court, has been a firming up in the price of the better grades of Union which can be used advantageously as binder on the cheaper grades of cigars now in demand on the American market true that the law emanated from the gigantic

#### PUTTING A STOGIE TO SHAME

Although the export of cigars to America during the past three months shows a slight during the past three months shows a significance over the exports for the corresponding months of last year, the fact that sales price have receded 20% to 30% below the prices which applied in 1921, without a corresponding decrease in the cost of manufacture and transportation charges, places the manufacturers in anything but an enviable position. Large quantities of Londres averaging 25 to 28 pounds are being purchased at an average of \$20.50, c. i. f. Atlantic Coast ports. This means that the ex factory return on these cigars is \$13.00 per 1,000, in itself conclusive proof that Manila cigars have hit the bottom of the toboggan. Thirteen dollars for our 25 pound, famous, hand-made, long filler Manilas, made from selected tobacco grown in the famous Cagayan Valley! Such a price would cause a scrap filler, machine-made Pittsburg stogie to blush with shame. Fully 90% of these cigars are being manufac-tured in Malabon because of the cheaper wage schedule that applies in that district.

If the money now being ineffectively spent by the Bureau of Internal Revenue in the United States, was to be used in the Cagayan Valley in educating the planters to the end that the tobacco grown in these Islands would improve in quality, it is only reasonable to assume that Manila cigars would regain their lost ground more readily than they will if the Bureau persists in advertising the high quality of Manila cigars now being made out of inferior quality tobaccos. Improve the quality of Philippine leaf by the introduction of modern methods in the provinces to the end that a re-occurrence of the 1917 disaster will be impossible and the reputation of Manila cigars will be assured.

Advertising is only effective when the product can meet the acid test—the public's approval. Under a recent ruling of the Bureau of Internal Revenue it is now possible to conceal the Standard" stamp by which the government guarantees the quality of cigars shipped to the United States, by affixing it to the bottom of the box "Al hombre bueno no le busquen abolengo."

#### LUMBER REVIEW

(For March and April, 1922) By ARTHUR F. FISCHER, Director of Forestry

Reports of lumber produced and shipped by the principal mills in the islands show a steady increase in production during the first three months of 1922 and a generally more active market than during the first quarter of 1921.

For the month of March, 1922, the production at these mills was 8,736,700 board feet while 9,211,300 board feet had been sold and 19,856,500 board feet remained in stock as compared with 7,788,000 board feet produced, 7,673,900 board feet and and 13,048,500 board feet in stock during March, 1921.

Incomplete returns for April, 1922, show, for 11 companies, a production of 6,014,600 board feet and shipments of 6,989,700 board feet as compared with a production of 6,440,100 board feet and shipments of 5,681,200 board feet for March, 1922, and a production of 6,170,400 board feet and shipments of 4,240,300 board feet for April 1921.

teet and supments of 4,240,300 board feet for April, 1921.
Foreign shipments have averaged about 3,000,000 board feet per month, but while local sales hold about even, the recent reduction in prices and general full stocks in the hands of local dealers indicate the necessity of more attention being paid to the export trade to dispose of the excess stocks in the hands of the manufacturers.

#### AUTOMOTIVE REVIEW

By Griffith M. John,
Automobile Department, Pacific Commercial Company

The first three months of 1922, altho highly competitive, were in a measure encouraging to local dealers. The gradual and steady increase in the movements of automobiles and trucks promised a partial revival of the automobile

February sales showed an increase of 25% over January and March an equal increase over February. Sales continued to improve until April 16. Since that date, registration of new cars show a decrease in motor vehicle activities in proportion to the increase for the three previous months.

Automotive journals, market reports and manufacturing publications indicate that hose expecting to see a further general reduction in the factory price of motor vehicles are to be disappointed. A few manufacturers have announced reductions during February and March, being compelled to fall in line with the general reduction made between July, 1921, and January, 1922. Manufacturing competition will no longer be based on lower factory cost, as prices are now as low as well may be expected with marketing cost increasing in proportion to the enlarged areas now being covered by manufacturing units. Manufacturing activities will be highly competitive in distribution methods, advertising campaigns, improved service stations and especially in supplying distributors with a product that represents the last word in appearance, efficiency, equipment and low operating cost.

The domestic and foreign demands on motor vehicle manufacturers is such that foreign distributors are experiencing considerable difficulty in securing shipments unless the requirements have been placed at least three months previous to date of shipment. As local stocks were heavy during the early part of the year, very few firm orders were placed, resulting in a prospective shortage of new motor vehicles during the next two or three months. Shipments against orders move being placed cannot be expected before October or November. Purchasers need not expect and the process of the proces

expert any further reduction in local prices.

The commercial car (motor truck) only requires a reconditioning and extension of the public highway system (counter-balancing the tax-themotor-car-evil) to prove its worth. The provincial possibilities of inland agricultural areas will remain more or less dormant until road conditions permit extended operations of motor trucks, the ultimate solution to the transportation problems confronting all inland towns in the Phillippine Islands. With the extension of our toad system, the number of motor trucks in operation will rapidly increase.

Second-hand values remain very low as a large mumber of second-hand cars have been placed on the market. Trade-in values are also low as dealers are experiencing difficulty in realizing on second-hand cars taken in.

There have been heavy importations of standard brands of pneumatic and solid tires. Prices remain on the same level as in February. Reports from the United States indicate a possible increase in tire prices rather than a decrease.

The accessory trade remains comparatively steady, but with no marked increased activities.

#### MAY SHIPPING REVIEW

By J. B. Armstrong Agent, The Admiral Line, Manila

The United States Shipping Board has renamed the State boats for Presidents of the United States. The complete list of names has not yet been received, and we have as yet only the changes in names of the passenger steamers operating on the Pacific. The following table gives the old and new names:

Wetnatchee President Jefferson President Lincoln Hoosier State Creole State to President Haves to Bay State President Madison to Keystone State President McKinley to Pine Tree State President Grant Silver State President Jackson President Wilson to Empire State Golden State to President Cleveland to Wolverine State to President Harrison

The Pacific Mail Steamship Company has announced that its steamers President Hayes and President Harrison, which are operated in the Manila-San Francisco direct service, will also make Hongkong a port of call. These steamers will stop in Manila on the voyage from the states and then continue to Hongkong, returning again to Manila and thence to San Francisco via Honolulu.

These two steamers, in connection with the five steamers of the Admiral Line, will make traveling to and from Hongkong a pleasure.

The Kerr Steamship Lines of New York have inaugurated a monthly service from the Philippines to the Atlantic Coast. Macondray & Co. are the agents, and the first steamer is the Blossom Heath.

Rates are remaining steady to the Pacific and to Europe. The rate on sugar to the Atlantic has been reduced from \$7.50 to \$7.00, and on copra from \$14.00 to \$12.00, other rates remaining steady.

The extra charge for loading at Iloilo, Cebu and Zamboanga has been removed by the American steamers on cargo destined for the Pacific Coast and the Atlantic Coast.

During the month of April, exports reached the highest peak of the year. However, May has suffered a sharp decline owing to the fact that the bulk of the sugar crop has been moved and other markets are dull.

#### MUST SEND BEST MEN HERE

If San Francisco wishes to attain the position of Hamburg or Liverpool in foreign trade, declares Alfred I. Esberg, who was chairman of the executive committee of the San Francisco Oriental Relationship Excursion, San Francisco business firms must be prepared to send their best men, men with brains, personality and training to represent them in the Orient, and to send their sons to live in the countries of the Far East, make their homes there, and become

thoroughly familiar with the Oriental viewpoint. Mr. Esberg stated that, in his opinion, if San Francisco really desires to dominate the field of trade in the Orient, the biggest men in the city, its bankers and merchants, must all work to that end. They must send men specially prepared to cope with trade problems to the Orient, they must invest a great deal of capital with no expectation of immediate returns, and they must be willing to learn and to hold to the Oriental viewpoint.

#### 

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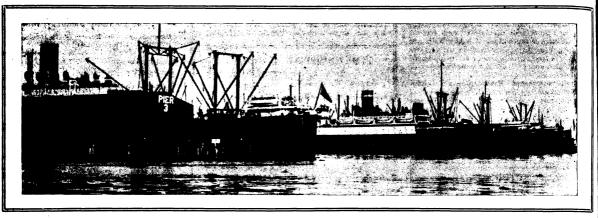
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# SHIPPING NOTES



#### Legal Aspects of C. I. F. Documents

By A. J. WOLFE,

Chief, Division of Commercial Laws, U. S. Bureau of Foreign and Domestic Commerce

Seldom has a foreign court ruling created greater consternation among American shippers than the decision of Justice McCardie on the status of "received for shipment" bills of lading and on the use of insurance certificates in lieu of policies in connection with documents under c. i. f. contracts. This decision was rendered in the now celebrated case of the Diamond Alkali Export Corporation v. F. Bourgeois, which was heard before Justice McCardie, sitting in the King's Bench, London, July 1, 1921.

Iudgment was rendered in favor of defendants and involved three points. The first point (purely incidental) hinged upon late delivery, and was decided in favor of the plaintiffs, the and was decided in favor of the plaintiffs, the defendant's contention being met by the strike clause in the contract. The other two points dealt with the status of bills of lading certifying the receipt, in good condition, of goods for shipment, as distinct from bills of lading reading "received on board," and with the use of certificates of insurance under floating insurance policies, as documents tendered in compliance with the requirements of c. i. f. contracts. The effects of the adverse decision of Justice McCardie upon established practice in foreign trade are far-reaching. As a precedent it opens up are far-reaching. As a precedent it opens up the prospect of contract repudiation by buyers, not only in British dependencies, but anywhere else in the world, and herein lies its chief menace to American commerce.

The ruling of Justice McCardie is neither bad law nor in itself unfair. The learned judge merely defined the status of "received for shipment" bills of lading and of insurance certificates in the light of what c. i. f. contracts call for under the Bills of Lading Act (1855) and of the Marine Insurance Act (1906) and declared that they do not adequately meet the seller's obligations. Yet he duly considered the established American commercial usage and pointed the way to a remedy by intimating that the difficulties indicated in the judgment could be easily, promptly, and effectively met by the insertion of appropriate clause in c. i. f. contracts.

It is an established business custom in international trade for a buyer in an over-sea country to demand in a c. i. f. contract that shipment be made within a certain time. He must have an approximate basis for judging the time when the goods reach him. Very likely, in the ordi-nary course of business, he had sold the goods to his own customer, agreeing to an approximate time of delivery. Or the goods may be wanted at destination for some special purpose and the unforeseen lateness of their arrival may lead to serious inconvenience and loss,

On the other hand, it is perfectly proper for the seller to ascertain the time when the goods are expected to be ready for shipment and to make proper inquiry as to the schedule of vessels upon which shipment may be made within the time agreed on between seller and buyer. The seller ordinarily protects himself to the full limit of reasonable precaution against strikes, embargoes,

and government interference. He undertakes full responsibility for the factors over which he exercises control. If he is a manufacturer, he makes due provision for raw materials, for labor, and for a working schedule enabling him to have the goods put on a freight train or any other form of conveyance to the port of shipment. books space on an ocean vessel to carry the goods to destination.

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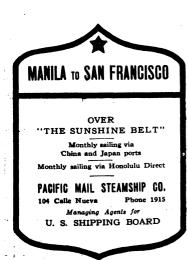
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DELAYS CAUSED BY CHANGED SAILING SCHEDULES

When it comes to ocean vessels the seller faces a problem in the fact that sailing schedules frequently depend upon factors beyond his control. There may be a steamer leaving the port of shipment for the port of destination at regular intervals. The seller delivers the goods to the dock in time for the scheduled shipment, but the company operating the vessel may either omit or post pone the sailing, or it may direct the vessel to proceed first to a series of other ports of call rather than direct to the port of destination, delaying the arrival of goods at destination.

Now in this connection let us examine the general tenor of c. i. f. contract clauses with regard to the obligation assumed by the seller to effect ocean shipment at a given time or within a given time. If in engaging space for the shipment the seller has not entered into a contract with the ocean carrier which would indemnify him against loss or responsibility under his contract for the failure of the vessel to sail on scheduled time, or for the substitution of a vessel, or for the deviation of the vessel in its journey from the direct course, he has assumed responsibility and obligations of a serious character for factors which he can not control. In other words, he has either speculated or committed himself without realizing the seriousness of the obligations he has assumed, when he has in his c. i. f. contract the clause "shipment within 30 days," or "shipment in the latter part of the month of . . . . . . . "

Sellers should rigorously avoid entering into any such obligations without a provision exonerating them from responsibility if, after delivery to the ocean carrier, the shipment does not go forward as planned. There is no argument that would stand the test of business reason which would justify the assumption of such a responsibility by the seller. He has no right to take this risk upon himself. On the other hand, the seller whose c. i. f. contract lacks such a protective clause exposes himself to serious perils if he delivers goods to the ocean carrier in a happygol-ucky fashion, trusting that shipment will be effected in due course as scheduled.

BUYER SHOULD ALLOW TIME FOR DELAYED SAILINGS

There are several possibilities to be considered in this connection. Once in a while the buyer must make such rapid connections that the rigid observance of the promised time of shipment is of exceedingly great importance to him. He may have agreed to furnish the goods by a certain time in order to comply with time requirements under a Government or other contract bearing penalty clauses for delay. In this case, in all airness, he must assume the risks incident to delay. A merchant undertaking to procure goods abroad and to deliver them within a specified period of time must first consider how long it should take him to perform his contract, and he must not overlook the element of uncertainty in ocean shipment. He should not figure so closely that shipment on February 28 would be considered as complying with the clause in the contract calling for February shipment, while shipment on March 1 would appear as a violation of the same contract. Trading between distant countries is based by usage and comity upon substantial rather than technical compliance with obligations unless in altogether exceptional circumstances. The importance of rigid adherence to the time requirement of contract clauses should be pointed out by the buyer in these exceptional circumstances. A certain latitude is therefore provided in the ordinary run of contracts by the use of expressions as "end of the month," or "early part of the month," or "shipment in May, June, July." The seller should not be reasonably expected to shoulder the responsibility for the ocean carrier's schedule. It is his business to place the goods in the physical poss-sion of the carrier in sufficient time to mable the latter to effect the shipment of goods in compliance with the intention of the contract.

Sometimes the buyer undertakes to sell goods bought abroad as merchandise afloat. The time element of delivery here is more or less a speculation in goods. Natural produce is fre-

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quently sold in this fashion. The same remarks apply in this case as in the preceding paragraph. But in the majority of cases it does not really make much difference to the buyer if, on a c. i. f. contract specifying shipment by the end of August, the goods are actually loaded on September 4. Taking the case of such shipment to the Dutch East Indies, for instance, where the weather element alone may cause a difference of several days one way or another, so slight a divergence from the contract clause can not be of grave consequence to the buyer.

If under such circumstances the buyer seeks

to repudiate the contract it is generally due to the fact that it is convenient for him to do so. The price of the commodity may have dropped, or he may seek to extort an unwarranted concession. If he needs the goods badly, or if in the meanwhile the world market price has risen, he will not seek to take advantage of the failure by the seller to adhere strictly to the wording of the contract by a few days' delay.

Now most of these c.i.f. shipments are made

against payment by letter of credit, and the bank holding the funds is instructed to pay them against "documents." The documents include as the most important elements a bill of lading, as evidence of shipment, and an insurance policy as evidence of having protected the goods against loss or damage.

#### ISSUANCE OF BILLS OF LADING

Due to the uncertainty of sailing dates and to other exigencies of maritime traffic, there has developed a practice of issuing bills of lading reading "received for shipment." This is a bill of lading indicating that the seller has complied with his part of the obligation and delivered the goods to the ocean carrier in good condition, but that the goods have not been actually put on board for one of several reasons. The vessel may not yet be in port, or the goods must await their turn in loading. Perhaps they are lighter packages which must be kept on the dock pendpackages which must be kept on the dock pending the stowing of heavier packages before they can be taken on board. The bill of lading may specify the steamer, reading as follows: "Received for shipment by S. S. or any subsequent steamer." The bill of lading in the case decided by Justice McCardie read:"Received in apparent good order and condition from to be transported by S. S. Anglia now lying in the port of Philadephia and bound for Gothenthe port of rmiadepnia and bound for Gothenburg, Sweden, with liberty to call at any ports in or out of the customary route, or failing shipment by said steamer, in and upon a following steamer, 280 bags of dense soda." The document did not even say "immediately following" nor indicate that the following steamer would be under the central of the control with the control of the control with the central of the control with the central of the control with the central of the central with the central central with the central nor indicate that the following steamer would be under the control of the carrier issuing the bill of lading. The justice found this bill of lading to be a mere receipt for the goods. The remedy, the justice ruled, lies in appropriate contract clauses accepting the "received for shipment" bill of lading. But the "received for shipment" bill of lading represents a thoroughly established usage in several trades

established usage in several trades.

In the Marlborough Hill case, tried in Privy Council, a broader view was taken by Lord Phillimore. With this view Justice McCardie disagreed, fearing that if the view of Lord Phillimore was carried out logically a mere dock receipt might be considered a bill of lading. This is avoided in the Liverpool cotton trade by the guaranty of shipments within 21 days. In the Australian wool trade it has been suggested that the bank accept the documents subject to a guaranty by the shipping companies that the vessel was in port, that the goods were under the control of the shipping companies, and that the shipowners would guarantee shipment by the particular vessel named in the document. "Shipped" bills of lading, or bills of lading reading "received on board," are impossible in many instances, and a rigid construction of Justice McCardie's decision is bound to work havoc with financing arrangements.

DISTINCTION BETWEEN INSURANCE POLICY AND CERTIFICATE

Of equal importance to this decision by Justice McCardie was the view taken by this British jurist that a proper policy of insurance was not presented in the insurance certificate which

accompanied the documents. The insurance certificate in question read as follows: "This is to certify that on , this company insured under policy No. 2,319 for ..... on 280 bags, 58 per cent dense soda ash, N. Y. & L. test, valued at sum insured, shipped on board of S. S. Anglia and other steamer or steam. ers at and from Philadelphia to Gothenburg, And it is hereby understood and agreed that in case of loss such loss is payable to the order of the assured on surrender of this certificate.

This certificate conveyed all the rights of the original policy holder and was declared to be subject to the full terms of the policy. Justice McCardie dissented from the ruling of Justice Dailhache in a previous case, in which the American can certificates of insurance were admitted to be on a footing of their own, being accepted in England as policies. Justice Scrutton had also previously stated that a certificate of insurance issued by an insurance company under a floating policy, upon which document the company can be sued, would suffice in any case. Justice MacCardie felt that the buyer in this case was at a disadvantage by not being able to examine the policy under which the certificate was issued. He further pointed out that the buyer could not assign the certificate for the purpose of bringing suit in the same sense that he could assign policy, and he ruled that a document of insurance is not a good tender in England under an ordi-nary c. i. f. contract unless it be an actual policy and unless it fall within the provisions of the Marine Insurance Act (1906) as to assignment.

Justice McCardie distinctly realized the serious effect of his decision. He expressed his opinion "with diffidence and reluctance" and intimated that legislation might well be needed to enlarge the operations of the Bills of Lading Act (1855) and of the Marine Insurance Act (1906). He advised the employment of appropriate clauses in the contract itself to meet the difficulties indicated in the judgment.

#### EFFECTS OF JUSTICE McCardie's Decision

It is understood that the sellers in this case have decided not to appeal, and so for the present Justice McCardie's decision is the law in England with regard to bills of lading and to insurance certificates. This state of affairs has led to much discussion and numerous conferences in the United States between important shippers and their advisers on legal aspects of transportation and insurance. The prevalent view is that for the present original policies of insurance must be presented under c. i. f. contracts to England. But the grave danger is always present to other countries, first of all, of course, in British possessions, buyers under c. i. f. contracts may choose for ulterior motives to repudiate c. i. contracts under either pretext ("received for shipment" bill of lading or "insurance certificates"), claiming that these do not constitute proper documents called for under c. i. f. compared to the contract of the contract tracts and setting up the defense that the sellers had not complied with their part of the contract. The position of the banks disbursing funds under letters of credits is a very delicate one, and not only shippers, carriers, and insurance companies, but also banks are vitally interested in submitting the decision of Justice McCardie to review. In the face of abandonment of the appeal by the sellers in the "Diamond Alkali" case, a movement is on foot to bring about a friendly suit to settle the question. Justice McCardie in his decision pointed the way to such a suit by saying that if any custom and usage could be asserted, modifying the long and clearly established rights of a buyer under a c. i. f. con tract, such points ould be dealt with in some future action in the Commercial Court. The interest aroused in the disquieting situation created by this ruling is evidenced in the number of communications received by the Department of the communications received by the Department of the communications received by the Department of the communications are considered by the Department of the communications are considered by the Department of the communications are considered by the communication are consi of communications received by the Department of Commerce from shippers, law firms, and insurance experts, soliciting its interest in finding a suitable remedy

In the meanwhile trade bodies representing American shippers in several foreign countries have passed resolutions providing for the insertion in c. i. f. contracts of a clause agreeing to the acceptance of insurance certificates as equivalent

to an insurance policy.

#### American Steamship Owners Argue for Coastwise Extension

The following article is a brief on the subject of extension of the United States coastwise laws to the Philippines prepared by Winthrop L. Marvin, vice president and general manager of the American Steamship Owners' Association, at the request of Chairman Lasker of the Shipping Board in connection with a report of the Board to the President of the United States. Extension of the United States coastwise laws to the Philippines, as provided for in Section 21 of the Jones Law (the Merchant Marine Act of 1920) was strongly favored by virtually all the member companies of the American Steamship Owners' Association which responded to a recent questionnaire as to constructive policies for the merchant marine. This extension has also been earnestly recommended to the Shipping Board in the report of the American Merchant Marine Joint Committee, representing shipowners, operators and builders. Mr. Marvin's brief presents practically all of the major arguments in favor of coastwise law extension and is in entire accord with the attitude of the American Chamber of Commerce of the Philippines toward the question. This Chamber and our Journal are liberally quoted.—The Editor.

Foreign vessels are barred from the coastwise trade of the United States by provisions of R. S. \$4347 that "No merchandise shall be transported by water under penalty of forfeiture thereof from one port of the United States to another port of the United States to another port of the United States, either directly or via a foreign port, or for any part of the voyage in any other vessel than a vessel of the United States, and moreover, that "No foreign vessel shall transport passengers between ports or places in the United States either directly or by way of a foreign port, under a penalty of \$200 for each passenger so transported and landed."

Section 21 of the Jones Act directs the Ship-

Section 21 of the Jones Act directs the Shipping Board prior to the expiration of the year 1922 "to have established adequate steamship service at reasonable rates to accommodate the commerce and passenger travel of said Islands and to maintain and operate such service until it can be taken over and operated and maintained upon satisfactory terms by private capital and enterprise." It is further provided that the coastwise laws of the United States "shall not take effect with reference to the Philippine Islands until the President of the United States, after a full investigation of the local needs and conditions, shall by proclamation declare that an adequate shipping service has been established as herein provided and fix a date for the going into effect of the same."

IN ACCORD WITH NATIONAL POLICIES
This legislation, extending the coastwise law
to the Philippines and other island possessions
not already covered by these laws, is in strict
accord with national policies and precedents.
In the Act of June 14, 1900, to provide a government for the Territory of Hawaii, after the
annexation of that archipelago, the coastwise
laws were formally applied to passenger and
cargo carrying between the islands and the American mainland. The United States Commissoner of Navigation in his annual report for
1900 declared that "The change in transportation facilities thus prescribed has been brought
about with much less inconvenience than might
have been expected."

So far as the transportation of cargoes from and to the islands is concerned, the Commissioner declared, 'no inconvenience has resulted so far as the Bureau has been advised. In some matter of the solution of the far as the Bureau has been advised. In some matter of the far as the Bureau has been advised. In some matter of the far as the Bureau has been advised. In some matter of the far as the Bureau has been advised. In some matter of the far as the Bureau has been somewhat embarrassed owing to the far as the

A noteworthy effect of the bill has been the construction of the steamships which are to afford steam communication for the first time between Hawaii and the Atlantic coast of North America. There can be no question that the law restricting to American vessels trade between the United States and Hawaii will be of the first importance in the ultimate development of American shipping interests on the Pacific Ocean. Although the act has been in effect but a few months and had been anticipated for not much more than a year, the new steamships already ordered for the Hawaiian trade will much more than offset the foreign tonnage which has been withdrawn."

"Almost a thousand of the Shipping Board steamers are idle, as indeed are many ships of private companies. One of the certain benefits of the application of the coastwise laws to the Philippines will be that immediate employment will be given not only to some of these idle ships, but to many idle American officers and seamen, as the American flag displaces foreign flags on the ocean routes between our American seaboard and Manila Bay."

In the same year 1900, section 9 of the Act to provide revenues and a civil government for Porto Rico required that trade between Porto Rico and the United States should be regulated by the provisions of law applicable to trade between two great coasting districts of the United States. As to Porto Rico, the Commissioner of Navigation stated:

"The restriction of this trade to American vessels has caused no inconvenience, but, on the contrary, has led to a marked improvement in the transportation facilities of the island by steamships. As Porto Rico shall become a center for American trade with other islands of the West Indies, American shipping interests in this quarter will further develon."

#### PROPHETS OF DISASTER DISCREDITED

For several years the Philippines have enjoyed the same free entry for their products into the ports of the United States as have Hawaii and Porto Rico. That is to say, for commercial purposes they have been regarded as American territory and their trade as domestic trade, exactly as in the case of our other insular possessions. Philippine Trade with the United States has very greatly increased under this arrangement. It is contended by those interests opposed to the extension of the coastwise laws to the Philippines that the reserving of this carrying trade to American ships will hamper that commerce, drive Philippine trade to other countries, and benefit those foreign countries at the expense of both the Philippines and America.

There are no teachings so valuable as those of experience. It will be recalled that the same predictions of disaster came from similar sources against the application of the coastwise laws to Hawaii and Porto Rico. Trade was to be injured, exorbitant, restrictive freight rates were to be imposed, only inadequate tonnage should be available, if the people of Hawaii and Porto Rico were to lose the precious privilege of having their goods and themselves transported to and from the United States in foreign ships. That was in the year 1900. But the official records of the Department of Commerce show that while the total commerce of Hawaii with the United States in 1900 was valued at \$23,072,721, this commerce was valued at \$236,435,638 in 1920.

As to Porto Rico, its total trade with the United States, which was \$5,763,648 in 1900, had advanced to \$66,991,548 in 1914 and to \$279,883,657 in 1920. That is to say, in fourteen years of the American coastwise laws, up to the outbreak of the great war and before the price

inflation of the war period, the total trade of Hawaii with the United States had increased almost three-fold, and with Porto Rico almost twelve-fold.

#### BETTER SERVICE EXPECTED

There is no reason why similar results should not attend our experience under the coastwise laws with the Philippines. The American seagoing merchant fleet is vastly greater now than it was in 1900. There can no longer be any pretense of a "lack" of American shipping. Almost a thousand of the Shipping Board steamers are idle, as, indeed, are many ships of private companies. One of the certain benefits of the application of the coastwise laws to the Philippines will be that immediate employment will be given not only to some of these idle ships but to many idle American officers and seamen, as the American flag displaces foreign flags on the ocean routes between our American seaboard and Manila Bay.

Anticipating the application of the coastwise law, the Shipping Board is planning the firm establishment of a fortnightly mail, passenger and fast freight service from Puget Sound via Japan and China to the Philippines, and another fortnightly service from San Francisco via Hawaii, Japan and China to the Philippines. Moreover, it is announced that the Shipping Board is also preparing to put into service a separate direct mail, passenger and freight line from San Francisco via Honolulu to the Philippines. These schedules would provide a first-class mail, passenger and fast freight service oftener than once a week between the Philippines and the Pacific Coast of the United States and Atlantic seaboards. The trans-Pacific mail, passenger and fast freight services would be performed by new government-built ships far superior in type to all but a few of the foreign steamers of existing services. It is reasonable to assume from precedent of Hawaii and Porto Rico, that under the coastwise laws the Philippines will enjoy much more frequent, regular and efficient communication with the American mainland than they have ever had before. For every foreign ship withdrawn, at least one American ship will immediately be available.

#### FOREIGN INFLUENCE SEEN

Opposition to the extension of the coastwise laws to the Philippine Islands comes either from foreign interests or from Americans or Filipinos who have been temporarily deceived by foreign representations. Just before the Merchant Marine Act of 1920 was enacted, a cable message from Manila came to Chairman Jones of the Senate Committee on Commerce, protesting in the name of the Manila Chamber of Commerce and Merchants' Association against the application of the coastwise policy. But on the heels of this protest there came also an earnest message from "five hundred 100 per cent Americans representing the preponderance of American business opinion in the Philippines," declaring that in the approval of the Jones Law, Congress would "have taken into consideration the best interest and welfare of both the American and Philippine people, with a view to establishing permanently the merchant marine under the American flag in the Far East." This American declaration added that the alleged protest from the Merchants' Association and "the British-controlled Manila Chamber of Commerce" were thoroughly dishonest and represented only an

(Continued on page 38)

#### WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of the issue of the Journal)

Tuesday, May 2, 1922. No meeting, lack of quorum.

Tuesday, May 9, 1922.

Present: Directors Cotterman, Elser, Heath, Gaches, Green and Forst.

The President submitted a resolution regarding the term of office of Governor General Wood, which was approved. The President was

Wood, which was approved. The President was authorized to cable it to Washington.

The President reported on the progress of two cases of Americans in the provinces who had applied for the straightening out of some

nad applied for the straightening out of some matters with the government.

The matter of making a local minister and honorary member of the Chamber, as proposed by one of the affiliate members, was discussed, and it was decided that the gentleman concerned does not come within the scope of the by-laws on that point.

The President reported that he had received a letter from General Baron Tanaka since the latter's arrival home, thanking the Chamber for the courtesies received while in Manila. Plans for the second floor of the Chamber

building were discussed, and a committee consisting of Directors Cotterman, Heath and Gaches was appointed to decide on a plan and execute it.

Applications for associate memberships of Frank P. Martin and I. Muraski were approved.

Resignations of Associate members F. H. Noble and F. E. Shafer were accepted. Bills totalling P5,763.83 for the month of April, approved by the Finance and Auditing

Committee, were approved and ordered paid. A letter from Dr. Arlington Pond of Cebu stating that the case of the alleged signing on of a foreigner in place of an American on a U. S. Shipping Board vessel was found, after investigation, to be due to a misunderstanding, and recommending that the case be dropped, was read. The recommendation was approved.

The following recommendation of the Builders' Section regarding the application by Mrs. Benita Q. de V. del Rosario for an additional loan of \$\mathbb{P}25,000\$, was approved: "In view of the depreciation in value of land and property since the original loan was made, the Section considers that the Chamber has a fair business." proposition and recommends to the Board that the matter remain in statu quo.

Tuesday, May 16, 1922.

Present: Directors Cotterman, Elser, Gaches,

Forst, Heath and Green.

The President, having reported the signing of the lease for the Chamber Building, was authorized to draw a check for P11,400, covering the bonus and rent for the month of May, in favor of the Philippine Trust Company.

The President reported that the cablegram to Washington in regard to General Wood remaining here as Governor General which was authorized at the last meeting of the Board had, not been coded in time to be sent before the general meeting on May 10 and that the matter had been brought up at that meeting and referred to a special committee.

red to a special committee.

Mr. Gaches, as chairman of this special committee, reported that "it is the sense of the Committee that a cablegram be sent to the United States, through the Secretary of War, endorsing the administration of General Wood and requesting that he be retained as Governor of the Philipping Label 15. duesting that he be retained as Governor General of the Philippine Islands for an indefinite period" and that "no mention of salary be made in the resolution of the Committee".

A proposed substitute for the cablegram as approved by the Board at its meeting of May

was then submitted and with a single amendment was approved and ordered sent to Wash-

ington by cable. (The resolution as cabled appears elsewhere in this issue.)

The President requested from the Board an opinion as to whether this cablegram was of a

"political" or a "business" nature, and it was decided that it was a "business" proposition.

A resolution of the special committee recommending that steps be taken by the Board of Directors to inform Washington of the inade-quacy of the present salary of the Governor General, with a view to securing an increase, and that the matter be taken up with the Philippine Chamber of Commerce, with a view to obtaining that body's cooperation, was presented to the Board. It was decided to send a copy of the above-mentioned cablegram to the Philippine Chamber of Commerce, asking it to cooperate in the premises. It was also decided to keep in abeyance the matter of the salary of the Governor General until a reply on the other matter had been received from the Philippine Chamber of Commerce.

A resolution of the special committee urging upon Congress early consideration and adoption of the recommendations of the Wood-Forbes Report, was taken up and discussed. The Board also discussed at considerable length the results of secret meetings between representative A paper presented to the general meeting of May 10 by Captain Heath and written by an

anonymous author, said paper being in the form of a resolution and having to do with the method of determining the political future of the Islands, was read and discussed in connection with the

report of the special committee.

A request from Frank Waterhouse & Company to transfer their Active membership to A. G. Henderson, and that Mr. Henderson be relieved from the payment of dues during such time as he maintains no office in the Islands, was approved.

Tuesday, May 23, 1922.

Present: Directors Cotterman, Elser, Gaches, Heath and Green

A request from E. Berge to transfer his Active membership to the International Banking Corporation was read, and the question was raised whether it should be the policy of the Chamber to permit a member to hold two Active mem-berships. The question was discussed in connection with germane provisions contained in the by-laws, and the following decision was reached, as contained in a resolution: A person or entity can hold only one Active membership; in case of a request from one Active member to take over the membership of another Active member, the membership may be assigned to the first member; the membership holds an asset value which may be assigned to some individual or entity eligible for Active membership.

The question of who can be representative of an Active member was also taken up, and it was the opinion of the Board that any person eli-gible for Active membership who holds the power of attorney for such Active member and who is actively engaged in transacting business for said member in the Philippine Islands, is qualified to represent an Active member

An offer to sell to the Chamber copies of a new guide to Manila was placed on file.

The Board approved a cablegram sent by the President to the Chamber of Commerce of the United States urging that body to extend its help in securing the approval by chambers of commerce in the United States of the resolution asking for the retention of General Wood in the Islands, as cabled to the President of the United States on May 17.

The attention of the Board was called to the delinquency in the payment of the interest for the month of May on the Chamber's loan to Benita Q. de V. del Rosario, and it was decided to hold the matter up until the return of the General Counsel from Baguio on May 25.

The paper referred to the Board of Directors for correction of form and recommendation by the general meeting on May 17 was taken up

for consideration and Captain Heath offcred substitute resolution affirming the immutability of the American title to the Philippines, condemning the sending of Independence Mission to the United States, reaffirming the Chamber stand in favor of territorial government, and calling upon Congress to provide for representation of the American community of the Philip pines in all deliberations affecting the political status of the Islands. It was decided to report this resolution to the general meeting on May 24 as a substitute for the resolution referred to the Board for correction of form and recommendation. (The full text of the resolution appears elsewhere in this issue.)

#### WITH THE CHAMBER'S SPECIAL SECTIONS

Builders' Section

A meeting of the Builders' Section Was held on May 8 at the rooms of the Chamber. Those present were Members C. G. Wrentmore, chairman of the Section; W. M. Butts, W. J. Odom, C. G. Gabelman and W. E. Gabelman. Mr. Alcantara was an invited guest as was Mr. A. D. Williams of the Bureau of Public Works.

Mr. C. G. Gabelman brought up for discussion the general provisions covering contracts of the Bureau of Public Works, stating that the general specifications under which bids are asked contain provisions which are all in favor of the government and others that are not applicable to the different classes of work for which contracts are let. He suggested that it would be well to have specifications for each of the dif-

ferent classes of work.

The matter was discussed at length. Mr. Williams stated that he felt sure any constructive suggestions offered would be welcomed by the Director of Public Works. As it was the sense of the meeting that the matter should be gone into thoroughly, it was moved by Mr. C. G. Gabelman, seconded by Mr. Odom, and passed that "a committee of three be appointed to study the general specifications of the Bureau of Public Works and report back to the Builders Section such findings as they may make preliminary to taking the matter up with the Bureau of Public Works."

Embroidery Section
A meeting of the Embroidery Section was held on Thursday, May 4, at the rooms of the Chamber. Those present were J. S. Conrow, S. D. Winship, E. Ford Hickman, V. M. Meyer, H. Geraus, Milton Greenfield, B. Schlesinger, and Alice M. Miller. The Secretary reported that the matter of getting a ruling on embroidery establishments under the present general general configuration. establishments under the proposed zoning ordinance for the City had been taken up with the City Engineer but that no ruling had been made to date. He also reported that the matter of registering embroidery designs had been taken up with the government but that no reply to the inquiry had been received.

The meeting informally discussed the question of registering embroidery designs, the provable cost, etc., and whether or not it would be possible to register several designs in book form

under one application.

The Secretary reported that credit information on contractors for making embroidery had been received from Mr. Victorien Meyer and could be inspected by the members of the Section.

Newspapermen's Section On May 15 a regular meeting of the Newspapermen's Section was scheduled at 4 p. m. In the absence of the chairman, the meeting was called to order by the Secretary of the Chamber. Those present were J. F. Boomer, A. v. H. Hartendorp and Norbert Lyons.

A motion was adopted to the effect that hereafter, instead of being called every two weeks meetings be called only when the chairman sees fit do so or when there is special business to transact, the nature of this business to be specified in the notice of the meeting.

#### TELLS ABOUT SUGAR INDUSTRY IN CUBA AND JAVA

Interesting facts about the sugar industry in Cuba and Java were told by N. B. Bach, a Dutch sugar chemist from Java passing through Manila, on Wednesday, May 10. Mr. Bach was a guest of one of the members of the Chamber and made an informal talk which was none the less full of interest. He had just come from Cuba, where, he said, the crop prospects for this year indicate a yield of between 3,000,000 tons. The prospect for the next season, he added, were not so good and a shorter crop is experted.

In Cuba, the speaker declared, both raw and refined sugar is manufactured, the tendency at present being toward refined sugar. The plantation owners are now getting together and buying up the refineries.

There is quite a difference in methods between Cuba and Java. In Java the government compels the grower to rotate his crops so that he grows only one crop of sugar every three years. In Cuba one planting suffices for 10 or 12 years, ln Cuba one planting suffices for 10 or 12 years, because of ratooning. Forty years ago the government had a monopoly of both coffee and sugar plantations in Java, but it has gone out of the sugar industry, the fields being in the hands of native owners. The centrals rent the land for 18 months during the crop season, paying a cash rental. When the crop is harvested, the land must be rotated to other crops for three years, when it can again be planted to sugar. There are now 196 sugar factories in Java.

Cuban mills, Mr. Bach stated, are usually equipped to produce both raw and refined sugar, the variety depending upon the market prices. In response to a question, he said that the average capacity of a Javan factory is about 1,000 tons. Each such factory commands about 20 miles of permanent and four to five miles of portable track. The average yield in Java is 40 to 45 tons of cane per hectare.

#### HALL STUMPS ROUND TABLEITES

The regular patrons of the Round Table at the American Chamber of Commerce received a jolt on Saturday, April 29, when Richard M. Hall, physical director of the Manila American-European Y. M. C. A., told them that unless they could run 100 yards in 12 seconds they were not in fit physical condition. Other stunts they were expected to do in order to prove their right to survive in the strenuous battle of existence, were: walk 20 miles a day; work an eighthour day in the field; and chin themselves eight times. A negative reply, Mr. Hall declared, the reply shows lack of complete physical fitness. He was the speaker at the luncheon.

Mr. Hall pointed out the benefits to be derived from systematic exercise in classes, where coordination and cooperation of mind and body go hand in hand with physical development and diversion. He advocated exercise in any form, however, so long as it was moderate and not too one-sided. Setting up exercises for a few minutes after getting up in the morning he considered of particular value, referring to Walter Camp's "Daily Dozen" as a typical combination of movements calculated to promote health and vigor.

One of the best forms of exercise, he stated, is walking, provided it is vigorous enough. He advised the members of the Chamber to take a ten-day hike to Bontoc from Baguio as a restorer of tired nerves and body. He had just returned from the trip and said he enjoyed it more than any hise he had ever taken in his life, not only because of the magnificent scenery but because of the wonderfully bracing air.

One of the best means of securing regular and useful exercise, Mr. Hall declared, is by means of a rowing machine.

Moderation in all things, he concluded, is after all the secret of physical well-being—and that includes eating, sleeping and exercise.

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# CHAMBER NOTES



The month of May has been an eventful one for the Chamber. An exceptionally large number of meetings was held and members showed a keener interest than ever in the activities of the Chamber. The two resolutions forwarded to the United States aroused much comment and received approval of practically 100 per cent of the membership. The reaction of the United States press to these resolutions is looked forward to with interest.

The big round table made to the order of 18 regular luncheon guests arrived just as the last issue of the Journal, went to press. It is nine feet in diameter and the largest table ever manufactured in Bilibid prison. Eighteen persons can comfortably find places around it, and they usually do. It was impossible to obtain a single plank large enough for the top, so it had to be made out of more than one piece. The joinery work, however, is so good that the joints can not be detected except upon most minute examination. The silver center piece which automatically points out the places of the regulars is a monument to the inventive genius of Jim Pierce and the silversmith's art of Heacock and Company.

Stewart Fred Hurst has been serving the best meals since the inauguration of the restaurant. An increasing patronage is looked forward to when the Baguio season is over, especially for the luncheons. No better meal is served anywhere in Manila at the price, P1.50. Variety is Hurst's specialty.

The untimely death of Associate Member Bernard Schlesinger following an operation on the stomach is deeply felt and mourned by his numerous friends in the Chamber. Mr. Schlesinger was one of the most successful embroidery dealers that ever came to the Islands and was personally very popular. He was a regular member of the morning coffee club that meets at the Chamber's rooms daily, and when last seen in the Chamber, the beginning of May, appeared to be in the best of health and spirits. Our sympathy and condolences go out to the widow. Mr. Schlesinger was 34 years old.

'The committee charged with making and executing plans for utilizing the second floor of the Chamber building has not as yet reported, but it is thought that improvements will soon be undertaken.

George S. Parker of Janesville, Wisconsin, inventor of Parker's fountain pen of worldwide fame, was a guest of the noonday Round Table while passing through Manila. Mr. Parker was an interested listener and evidently took to heart the Philippine lore imparted to him by Captain Heath and others. Incidentally he gave some advice that will doubtless prove of value. Among other ideas, he suggested a new design for the front cover of the Journal which we shall try to put into effect next month.

R. M. McCrory, until recently one of our Directors, returned from a six months' business trip to the United States looking hale, hearty and ruddy. He is a regular visitor at the Chamber and contributes his share of wit and wisdom to the Round Table discussions.

Director Simon Feldstein returned last week from a month's vacation in Japan, much improved in health and spirits.

During Mr. Feldstein's absence there was some talk of appointing "Peter" Bowditch as Official Censor, as he is reported to have had considerable experience along that line.

Judge Moore of Zamboanga was a visitor in Manila during the latter part of the month. The Judge spent a large portion of his time in the city around the Chamber, which he found to be an excellent place for meeting old friends and making new ones.

A. G. Henderson is now a full-fledged Active member of the Chamber, Frank Waterhouse and Company having transferred their membership to him. Mr. Henderson is now in the United States but may return to Manila at any time. In the meantime he has consented to write a monthly article on the shipping situation in the United States. It is hoped that his first contribution will arrive in time for the August issue.

Attorney J. A. Stiver is back at his desk, in charge of Montgomerry Ward and Company's interests, after a siege of typhoid fever. Mr. Stiver took a prominent part in the general meeting of May 10 which considered the "anonymous paper" read by Captain Heath.

Colonel Henry B. McCoy took an inspection trip to the southern lines of his Manila Railroad during the latter part of the month. He reports the discovery of several fishin' holes along the coast of Luzon and other islands, and has threatened to point them out to Captain Heath.

The drawings of leading members of the Round Table fraternity made by Dan Sweeney during his recent visit to Manila were presented to the Chamber by George H. Fairchild and framed, They now hang under the galaxy of former Directors. The likenesses are all good except that of Colonel McCoy, whom the artist drew from a photograph taken at about the time the Colonel raised the American flag at Fort San Antonio Abad. The others were all sketched from life.

Vice President E. E. Elser took a flying trip to Cebu the latter part of the month and spent the last week-end in Baguio.

Director Samuel F. Gaches was a Baguio visitor the week-end before last in Baguio. He returned to Manila by Colonel McCoy's railroad and was loud in his praise of the road since the Colonel took hold of it.

Associate Member W. S. Fickes left for the United States on May 10 for an indefinite stay. His friends believe that he will not be able to resist the "call of the East" and expect him back within a few months.

Active Member A. G. Kempf, local representative of Neuss, Hesslein and Company, left for the United States on a combined business and pleasure trip. He expects to be gone several months.

Captain A. T. Simmie has again returned to the homeland after a stay of several months in Manila.

Associate member O. S. Cole of the Lyric theater staff, right hand man of Frank Goulette, left on a well-earned vacation to the United States.

Associate member Paul A. Gulick, a member of the Chamber's House Committee, has gone to Baguio, where he expects to remain for the remainder of the year on business.

Associate Member J. J. Kottinger of the Camera Supply Company spent a couple of weeks in Baguio the early part of May on vacation.

Associate member Winslow Little is in Bagg convalescing from the effects of the accident the Polo Club which necessitated his confinence in a hospital for several months.

Associate Member Charles J. Burch of Flanger and Galinger has gone to the Unity States on an extended leave of absence.

Associate Member Frank W. Butler of the Walkover Shoe Store is back in Manila after, month's stay in Baguio.

Associate Member J. Truitt Maxwell, physical director of the City Y. M. C. A., is in Baguio vacation. He is making the hike to Bontocaback so highly recommended by Physical Director Hall of the American-European Y. C. A. during his talk before the Chamic recently.

Attorney E. A. Perkins, General Counsel the Chamber, spent the week-end of May in Baguio.

Associate Member J. K. Pickering has turned from a trip to India, where he had stip for the purpose of purchasing blooded stocking purposes.

Associate Member Fred L. Pray is in Manila for a few weeks, having come in from the tall timber where he spends most of his time.

Notice is hereby given to all Active memby that their photographs are desired for use of the "Prominent Americans" page of the JOURNAL If you have no suitable photograph about, call up Gerald Thompson, our official photographe, and he'll do the trick. No one gets off easy. Each and every Active member is slated for the gallery. Might as well have it "done and over with" early.

Copies of the resolutions approved by \$\frac{b}{1}\$ Chamber last month, together with explangmatter preceding the resolutions, were sent \$\frac{b}{1}\$ in the form of a folder to 2,500 chambers of \$\frac{a}{2}\$ merce in the United States and its territy possessions.

Associate Members A. V. Fleener and A. Woods, of Silay, Occidental Negros, where the are connected with the Hawaiian-Philippy sugar mill, were visitors at the Chambers route to Negros from the Benguet county where they spent their vacations.

Senator Fairchild left for Baguio last Frida night on the Baguio Special to spend the week end at the mountain capital, where Mrs. Fa child and family occupy the Quezon cottage.

#### RECENT INCORPORATIONS

#### April 10, 1922

TAI YU, INC., Manila; rice dealers; capital stock \$75,000, subscribed and paid \$15,000 Directors: Tin Sun Bun, Paul Sun Ting, treasurer), Chua Juan Velasco, Angel Ongcapin, Jos Moreno Lacalle.

#### April 19, 1922

SAMSON HERMANOS Y COMPANÍA, INCORPO RADA, Manila; tobacco manufacturers and mer chants; capital stock \$7349,600, all paid up Directors: Pedro Samson, Julian Samson (treasurer), Mariano Samson, Maximiana Bernak Francisca Samson.

#### April 24, 1922

Spencer Kellogg and Sons (Philippines) Inc., Manila; coconut and other vegetable oil manufacturers; capital stock P1,000,000, subribed P500,000, paid up P150,000; Directors: Seymour Masterton (treasurer), J. L. O'Leary, rances Grace Masterton, Joaquin R. Borja, ian M. Ladaw.

#### April 25, 1922

SOUTHWESTERN ACADEMY, Iloilo; educational stitution; capital stock \$\mathbb{P}10,000\$, subscribed 2,000, paid up \$\mathbb{P}600; Directors: José L. Zerdo, Vicente H. Jaleco (treasurer), Custodio astor, Bernardo Castor, Serafin Jaleco.

GEO. L. MUHN, INC., Manila; consulting engineers; capital stock \$\frac{1}{2}10,000\$, subscribed \$\frac{7}{2}000\$ aid up \$\frac{5}00\$; Directors: Geo. L. Muhn, M. J. Walsh (treasurer), I. P. Short, M. P. Mull, T. A. itzgerald.

#### April 28, 1922

ZAMBALES ACADEMY, INCORPORATED, San-Narciso, Zambales; educational institution; capi-1 stock P15,000, subscribed P4,200, paid up 1,050; Directors: Vicente Posadas (treasurer); lejo Labrador, Alfredo Posadas, Esteban Rivera, Rosa Gaudencia Amon.

#### May 4, 1922

GALL & CLAY, INC., Manila; automobile repair op and garage; capital stock \$\mathbb{P}\$10,000, fully vid up; Directors: J. J. Gall (treasurer), F. E. ay, W. W. Walker, A. Friedman, T. W. Robert-

Hock Chu Huat, Inc., Cebu; general merchants, wholesale and retail; capital stock \$\frac{P}50,000\$, subscribed and paid \$\frac{P}35,000\$; Directors: Benito Tan Unchuan, Yu E. Huat (treasurer), Tan See, C. Yanteng, T. Tiao Hock.

Hamilton, Jerez & Company, Inc., Cebu; stevedoring and lighterage; capital \$50,000, fully paid up; Directors: William James Hamilton, Juan Jerez, Francis Mainwaring Noakes (treasurer), Felicísima Najarro de Jerez, Beryl Evelyn Noakes.

Manila Movie Studio, 316 Carriedo, Manila; capital stock ₱10,000, subscribed ₱2,000, paid up ₱500; Directors: José Nepomuceno, H. W. iser (treasurer), Jesus Nepomuceno, T. W. rkin, José de Guzman.

STANDARD TOBACCO Co., Manila; tobacco deders and manufacturers; capital stock P50,000 eMscribed and paid up P15,000; Directors: Vellguth, Adolph Maock, Pascual Lintag reasurer), A. Bolos, J. M. Bonilla.

#### May 11, 1922

Gesco Trading Company, Incorporated, initial; capital stock \$\mathbb{P}20,000\$, subscribed \$0.00\$, paid up \$\mathbb{P}2,000\$; Directors: C. Kelling reasurer), Carlos E. Vergara, Leo Schmitt, Martin Rasch, E. Nottebohn.

YAP & COMPANY, INC., Legaspi, Albay; general merchandise; capital stock \$\mathbb{P}\$50,000, ully paid up; Directors: Yap Tian Sang, Limbong, Ho Chai Cun, Yap Yong Pao, Lim Katiam (treasurer).

Cang Suco Brothers, Incorporated, Cebu, Import and export; capital stock \$\mathbb{P}\$500,000 subscribed and paid \$\mathbb{P}\$150,500; Directors: Benito Tan Unchuan, Cang Son Hin, Cang Kai Guan, Eutiquio Uy Godinez, Uy Yao Lo (treasurer).

#### May 12, 1922

Sucesores de Richard Marco, Inc., Manila; tailors and gent's furnishings; capital stock 725,000, subscribed and paid 79,000; Directors: Claro M. Recto, José Garau, Angel L. Manzano (treasurer), J. L. Manzano, Ramón R. Zamora.

#### May 17, 1922

Manila Terminal Company, Inc., Manila; cargo-handling; capital stock \$\mathbb{P}\$100,000, subscribed and paid \$\mathbb{P}\$25,000; Directors: A. C. Bailey, A. T. Simmie, L. E. Hamilton, W. L. Applegate (treasurer), L. B. Sackett.

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STEVEDORES

# Why The Ford Plan for Muscle Shoals is Impracticable

(The February issue of The Nation's Business cortains the following reply to Mr. Simpich's article, which appeared in our May issue, by Charles M. Dowell, president of the Armour Fertilizer Works and of the National Fertilizer Association. During the war he was director, Chemical Divison, War Industries Board, in charge of nitrates.)

There is romance aplenty in the story of Muscle Shoals as told by Mr. Frederick Simpich, who writes so entertainingly in the January issue of *The Nation's Business*. The trouble is in the discussion of this subject, the layman is apt to miss the cold, hard facts, which are not so entrancing. Until the facts are appreciated by the American public, however, Muscle Shoals will continue, as it is today, the most serious menace of the entry of government into com-

petition with private industry.

Even Mr. Simpich suggests this program when he says that "perhaps the central government itself will be compelled, in order to safeguard the nation from going hungry, to take control of the fertilizer trade to develop other power plants like the one at Muscle Shoals." Thus, as one who falls under the spell of the romance of Muscle Shoals, he embraces the false doctrine of government entry into private business.

The nation is in no danger of going hungry from lack of anything Muscle Shoals can supply. If the Muscle Shoals nitrate plant were operated its contribution to the feeding of the nation could be only by producing a nitrogenous fertilizer material. The plant was designed to make nitrate of ammonia, an explosive material. Nitrate of ammonia, because of certain mechanical defects and chemical properties that are among the facts of this Muscle Shoals situation, is not a suitable fertilizer material. Advocates of the operation of the nitrate plant have therefore proposed that it be used to make sulphate of ammonia, a standard fixed nitrogen fertilizer

Figures are unromantic, but necessary to the discussion. In 1916—before the war—our production of ammonia was equivalent to 183,000 tons of sulphate of ammonia and our consumption in that year was 272,000 tons, so that it was necessary for us to import 89,000 tons, mostly from Great Britain. But in 1920, expansion program of the war, we produced 490,000 tons, consumed in this country 320,000 tons, exported 130,000 tons and carried over the remaining 40,000 tons as a surplus. About 130,000 tons of sulphate of ammonia are consumed annually as fertilizer by the American

The price of sulphate of ammonia has gone down to less than the pre-war price. It is a by-product of the coke ovens and the gas works and, as such, is produced far cheaper than it can be produced by the synthetic process for which the Muscle Shoals plant is designed.

The wholesale price of sulphate of ammonia during 1921 has averaged less than \$50 per ton. The cost of producing sulphate of ammonia at Muscle Shoals has been estimated by competent engineers at \$69 per ton. The American Farm Bureau Federation estimates the cost of production at Muscle Shoals from \$50.58 to \$60.13

A romantic story has gone about that the A romantic story has gone about that the Miscle Shoals nitrate plant could free us from the "Chilean Nitrate Monopoly." How is this to be done? Muscle Shoals propaganda answers: "By substituting for Chilean nitrate the product of the Muscle Shoals plant, sulphate of ammonia." But we are now importing nitrate. of soda actually at a higher price per unit than

we receive for the sulphate of ammonia we are at the same time exporting. The reason is that in the fertilizer industry, in the making of black powder and in the chemical arts Chilean nitrate of soda answers certain purposes which sulphate of ammonia cannot answer so well, and in most cases not at all. Nitrate of soda is also the Chilean's dollar to buy American flour, meats, boots, shoes and Yankee notions.

Again, in the treatment of raw phosphate

rock and shale rocks containing potash, stubborn facts interpose to challenge the conclusions that read so delightfully on paper. These are phys-ical facts of location and distance. The cost of mining and transporting the potash shale rocks from widely scattered deposits to Muscle Shoals would be so high that, even if the diffi-culties involved in such recoveries were solved, which they are not, the added expense would be so great that successful competition with German and French producers would be impossible. It should be noted that the French owners of the Alsatian deposits are now in active competition with the German producers.

A commercially successful method of breaking down phosphate rock in the electric furnace at a price low enough to compete with the prac-tical and almost universally used sulphuric acid method is yet to be worked out. Further, the product resulting from this process would

plete the Wilson Dam and power house and build still another dam at a point upstream, and lease the whole of it to him for 100 years with renewal provisions making the lease virtually

Ford. He proposes that the Government com-

Another of Mr. Ford's conditions is that the Government shall install equipment for a large sovernment snall install equipment for a large block of secondary power which could only be used during a part of the year. The required secondary power is far greater than a private company would feel justified in providing a capital expense for, but, as the Government would put up the money, Mr. Ford is insisting that this unusual equipment be installed.

As rental he proposes to pay annually, after a few years, 6 per cent interest on \$28,000,000, or \$1,680,000 per year. This, however, is not enough to pay the interest even at the Government's rate on the new money that Uncle Sam must invest to complete the water power. For on top of more than \$16,000,000 already invested the Government must add \$57,000,000 to \$61,-000,000 of new money, according to the published estimates of its own engineers, to complete the Wilson Dam and build the other dam required by Mr. Ford. Here is how it would work out under the Ford proposal in the first 100 years

FORD PAYS TO THE GOVERNMENT-On the other hand-Government Pays Out

1. Interest..... \$ 161,040,000

2. Amortization installments compound-

48,000,000 ed annually at 4 per cent....

\$ 209,040,000 984,935,000 Government subsidy to Mr. Ford.....

be so concentrated and its mechanical condition so difficult that the American farmer would have trouble in distributing it properly over his land. If one side-steps practical considerations and known physical conditions, the scheme looks fine-on paper.

These facts are, of course, well known to the American companies engaged in the ammonia industry and in the manufacture and marketing of fertilizers. That is why no private interests have offered to take over the Muscle Shoals nitrate plant and operate it without the aid of a subsidy from the Government. Mr. Henry Ford has offered to take it over providing he be given

nas offered to take it over providing he be given a heavy subsidy.

The Ford offer is in two parts. First, he proposes to pay \$5,000,000 for certain property upon which the Government has expended \$87,365,000. This property includes not only the nitrate plants but considerable power plant property connected by more than 40 miles of electrical transmission line. The exhaust considerable power plant is the subsequent of the constraints of the subsequent property connected by more than 40 miles of electrical transmission. electrical transmission line. Its salvage value is easily much more than Mr. Ford offers to pay Its salvage value for it, and at the present time the 80,000-horsepower steam plant to which Mr. Simpich refers

 Interest received from Ford paid toward annual interest charges on new outlay for construction...
 Interest deficits (difference between Ford payments and Government's total interest bill) compounded annually at 4 per cent... 1,032,935,000

\$ 161,040,000

\$1,193,975,000

\$1,193,975,000

So Mr. Ford would have subsidy enough to justify him in making an experimental opera-tion of the nitrate plant.

There may be a feasible water-power develop-

ment at Muscle Shoals which should take its place in the program of future building to meet the power needs of the nation's growing industries. Let it be placed on the same basis as every other water power so that it may be developed in a proper way by private interests under the safeguarding provisions of the Federal Water Power Act. Then let Mr. Ford or some-one else have a fifty-year lease under the pro-visions of that act. Let us have an end to the attempt by propaganda to make the Government bear the cost of this development without receiving a proper return. Let us take the Muscle Shoals question out of politics and give it a business solution. So much for the water power.

As to the nitrate plant, let it be kept in standby condition for a future emergency. No matter how much nitrogen we have in time of peace, we will need an additional supply in case of war. Merely as a reserve for possible future need—as a measure of preparedness—we can afford to maintain the Muscle Shoals nitrate plant well preserved in idleness. And the cost of this maintenance should come well within the revenue now being received as rental from the steam power plant.

has been leased by the War Department and is bringing in revenue to the Government. But it is the second part of the offer-and the offer must be accepted or rejected as a whole—that is doubtless of most importance to Mr.

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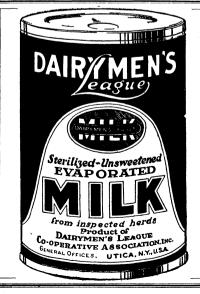
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# AMERICAN STEAMSHIP OWNERS ARGUE FOR COASTWISE EXTENSION

(Continued from page 31)

effort "to thwart the act of Congress and encourage Anglo-Japanese domination of the Pacific."

QUOTES JOURNAL

Hostile action of Anglo-Japanese interest in the Manila Merchants' Association and the Manila Chamber of Commerce against the American coastwise law promptly brought about the organization in Manila of the existing American Chamber of Commerce. American business men properly resented the audacious attempt of their foreign rivals in trade to prevent the development of American shipping and American Commerce. The American Chamber of Commerce Journal of Manila, in its issue of November, 1921, declared that "The American Chamber of Commerce stands committed to the Chamber of Commerce stands committed to the local application of the American Coastwise laws," and adds that "The application of the coastwise laws here will result in a decided growth of American shipping and in certain advantages to American business interests both here and in the homeland."

Moreover, these American merchants in the Philippines further declare that "Considered from a purely local standpoint there can be little doubt of the fact that the inclusion of the Philippines in the coastwise trade of the United States will enable Manila to make rapid strides toward becoming one of the largest distributing trade centers in the Far East, for American goods at least."

In the Philippines, therefore, representative American men of business uphold the application of the coastwise law, and the interests opposing it in the commercial field are anti-American. The significance of this recorded fact should be thoroughly understood by the American people and their government.

WILL BENEFIT ALL AMERICAN SHIPPING WILL DEPERT ALL AMERICAN SHIFTING Some years ago, before the great war, certain heavy guns and their equipment for the defense of Manila Bay had to be shipped to Manila in foreign vessels because foreign powers were then dominating our commerce with the Philippines. Nothing can more certainly pro-mote the security of the Philippine archipelago in peace and war than the development of regular and efficient American steamship servregular and emcent American steamsnip services to the Far East. The coastwise laws will have the effect of a liberal subsidy on our Philippine commerce, without being in fact a subsidy, and the benefits will not be confined to direct Philippine trade alone, but will extend to all American shipping activities throughout the Orient.

As to the hostile foreign assertion that the reserving of Philippine commerce to American ships will create a "monopoly" and bring about excessive freight rates, this is in effect an imputation against the fairness of the United States Government. For it is to be borne in mind that the Merchant Marine Act of 1920 charges the government "to have established adequate steamship service at reasonable rates to accommodate the commerce and the passenger travel" of the Philippines. That is to say, the Government itself must take the initiative and establish reasonable rates for freight and passengers. Are not the interests of the Philippine people and of our manufacturers and merchants safe in the hands of the President of the United States?

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#### TRADE OPPORTUNITIES

(In replies please refer to number)

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A large export firm in San Francisco desires to get in touch with some reliable firm in Manila who are large dealers in the following products: oranges, lemons, onions, apples, Mexican garbanzos.

#### No. 2

A firm in San Francisco specializing in the expertation of moving picture films has an option on about 600 films featuring well-known stars. Some of these films are not over a year in circulation. Also has a large lot of so-called "cartoons and vodavils."

#### No.

A firm in San Francisco desires to establish connections for the sale of expanding reamers for use in automobile repair shops.

#### No. 4

A' large and well-established office equipment firm desires to establish an agency with some responsible firm.

#### No. 5

A manufacturer of a well-known make of automobiles desires to establish an agency in the Philippines.

#### No. 6

Manufacturers of hand chemical fire extinguishers of Detroit desire to establish connection in Philippines with responsible party.

#### No. 7

American coconut and hemp grower, 18 miles from Glan, at the eastern shore entrance of Sarangani Bay, Cotabato, desires to borrow £1,500 on his property in order to start a trading store which is necessary in order to get sufficient labor. Would also be willing to take in a partner or form a company, or interest some business house in opening a store. It is claimed to be an excellent trading location for hemp, biao, copra, wild rubber and shells, as well as a fine place for cattle raising, the land being equal to any in the Islands.

#### No. 8

Firm of San Francisco importers and exporters desires to get in touch with well-established and going coconut oil mill willing to place distributing agency.

#### SEARCHING THE WORLD FOR A WASP

When man attempts to remake nature he finds himself on a devious path. In Hawaii, they have sent abroad for a wasp because the sugar plantations need it, but the route from wasp to sugar is not a straight one.

The first need was assured supplies of water for the plantations. Most of it came from three large watersheds and it was desirable to reforest them. For this purpose the most suitable tree was the large banyan which will flourish in Hawaii, but is sterile for lack of a wasp which fertilizes the fig of which the banyan is a species.

So the experiment station of the Hawaiian Sugar Planters' Association sent out two missionaries to seek the proper wasp to pollinate the trees. One went to the Philippines, one to the Fiji Islands, while a third, despatched by the Territorial Government, set out for India.

The wasp-ambassador to the Fiji Islands has already shipped cases of wasps to his homeland. And as a result the planters hope that the banyan will grow naturally, the watersheds be protected and the sugar cane flourish.

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#### EXPLAINS FINANCING OF SUGAR CENTRALS

E. W. Wilson, general manager of the Phipipine National Bank, at the noonday gathering of the American Chamber of Commerce of the Philippine Islands on Wednesday, May 3 explained in detail the financing of the six sugar centrals, five in the Visayan Islands and one in Pampanga, that have been helped out by the Bank and enabled to survive the recent crisis

The problems presented to the bank were numerous, Mr. Wilson declared. Loans and commitments had been made "through too much enthusiasm, possibly a desire to get rich quick and lack of experience on the part of the people who handled the money, together with a situation that brought trouble to the Philippine Islands as well as to other parts of the world".

"At the beginning of 1921," Mr. Wilson con-

tinued, "the sugar centrals seemed the largest problem facing the Bank. About \$\mathbf{P}\$35,000,000 had been invested in these centrals and they wen not completed. The first thing deemed necessary was a thorough survey of the situation, and this was carried out. The report, in April 1921, showed that P10,316,842 was necessary to put the plants in working condition. return was estimated at \$\mathbb{P}8,494,591.

"The problem confronting the Bank officials was how to put these establishments on a paying basis and thus save the Bank's investments. After considering the matter four months, the conclusion was reached to establish a Central Agency. A trust deed covered the properties of the various planters in the various centrals. The centrals were given the right to employ and discharge employees, but the Agency was to investigate and supervise the expenditure of money. The contracts between the Centrals. the Agency and the Bank were finally consummated, and in July, 1921, the Agency was established with a general manager, a sugar chemist, a superintendent of accounts, a purchasing agent and a supervising engineer.

"So far the arrangement has worked satis-

"So far the arrangement has worked satisfactorily for all concerned, although doubtles mistakes have been made here and there.
"With the mortgages we held on the plants and properties, we still could not make the planters do anything toward reducing their indebtedness. They did not seem to be interested in the reduction of their obligations. The problem was to work out a plan by which the planters could pay off their debts gradually, pro rata. The Bacolod, Talisay and Mao centrals them agreed to contribute as much of their sugal agreed to contribute as much of their sugar surplus as possible towards paying off their loans. The sum to be realized this year will probably not be large, but I believe it will be around \$\mathbb{P}\$1,000,000. I expect it to be larger next year. None of these centrals will pay any dividends until their mortgages are paid off. Each year the Bank must furnish a certain amount of money for crop purposes, and in return the central pledges its crop.

"Of course, when the centrals failed to meet their obligations we could have foreclosed; but who would foreclose on a whole community! Each central is the industrial and economic hub of a whole community and there must be cooper ation between the mill and the people. We didn't want the centrals. What we wanted was money, and I believe that the plan adopted will result to the benefit of all concerned.

Mr. Wilson stated that Binalbagan was the only exception to the plan whereby the land was only exception to the plan whereby the land was pledged as security in addition to the buildings and machinery. That company's loan, he said, was secured by machinery, buildings and material valued at P12,000,000. He also expressed the belief that the next 15 or 20 years would witness a decided improvement in the situation. In response to questions, Mr. Wilson made further explorations and excelled the second of the se explanations, and concluded:

"The Bank ought not to be in many busine-ses and it is trying to get out of them as well as it can. We're sorry that people do not like us to compete—but as long as we're in it we've got to make the best of it."

# BIG RICE SHORTAGE ESTIMATED FOR 1922

By ANTONIO PEÑA, Chief, Division of Farm Statistics, Bureau of Agriculture, Manila

According to official reports received by the Bureau of Agriculture up to May 5, the area cultivated to rice for the agricultural year 1921-22 was 1,652,411 hectares (preliminary figures). This area is a trifle over one per cent less than the area planted last year, but 25 per cent larger than the average for 1916-20.

On account of the smaller area planted and the adverse weather conditions that have prevailed during the growing of the crop, especially in the Luzon valley, where the bulk of the rice in the Islands is grown, it is estimated that the production will be only 40,214,900 cavans of rough rice or 19,617,024 cavans of cleaned rice. This production will be one million and a quarter cavans of rough rice or 3 per cent less than the production for the last year but 30 per cent above the average yield for 1916-20.

The rice requirements for the year 1922 are placed at 44,896,000 cavans of rough rice or 11,900,463 cavans of cleaned rice. Since the stocks in the hands of growers and dealers at the end of last year totaled about 1,024,300 cavans of cleaned rice and the production expected is only 19,617,024, there will be, before next November, when the new crop will be available, a shortage of about 1,259,100 cavans (80,000 tons) of cleaned rice which will have to be made up by importations. During the same period of last year (November 1, 1920, to October 31, 1921) the importations amounted to 1,405,748 cavans of cleaned rice, according to the figures of the Bureau of Customs.

It is estimated that the stocks in the hands of the growers and dealers on April 30, 1922, totaled about 19,595,500 cavans of rough rice or 9,558,800 cavans of cleaned rice, excluding that needed for the seed.

The prices per cavan during the month of March 1922 in the leading producing provinces were as follows:

Rough	Rice
-------	------

Nueva Ecija	₱2.00 to ₱2.90
Pampanga	2.70 to 3.00
bulacan	3.00 to 3.50
lloilo	3.50 to 4.00
Pangasinan	2.40 to 2.50
Tarlac	2.15 to 2.65

Cleaned Rice

			Creanea	1
Nueva Ecija.	1st, ₱	7.00 2nd,	₱6.75	
Pampanga	1st,	7.00 2nd,	6.50	
Bulacan	1st,	7.50 2nd,	7.00	

| Section | Sec

COST OF LIVING IN THE U.S.

The current monthly report of the National ladustrial Conference Board indicates that between January and February, 1922, the cost of living in the United States (considered as a whole) decreased 2.3%. Between July, 1920, when the peak of the rise in the cost of living since 1914 was reached and February 1, 1922, there was a drop of 22.9%. On February 1, 1922, the cost of living was 57.7% higher than in July, 1914.



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#### British Trade Review Endorses Chamber's Attitude

The following comment on an article entitled "American Trade in the Pacific," in the December issue of the American Chamber of Commerce Journal, appeared in the March issue of Kelly's Monthly Trade Review, an important British commercial journal published in London:

The American Chamber of Commerce at Manila, Philippines, lodged recently, through the columns of its Journal, a strong protest against what the Journal calls "commercial altruism" in the American trade policy in the Orient, while at the same time strongly advocating the incorporation of the Philippines as an "integral part" of the United States, and emphasizing that the American community in the Philippines strongly holds that retiring from the Islands would be "a colossal commercial mistake," surfeited with the "futile altruism of the past and present." The Chamber argues that the time has certainly now arrived when

concrete commercial achievements should result from America's untiring efforts during many years for the benefit of these islands; and holds that to obtain this a fixed status should be legally created securing opportunities for the American settler as well as the Filipinos to obtain something in return for past losses and invested energies. True friends of the Philippine people agree that it can only be for the benefit of themselves if these Islands should once for all be declared American territory, as the natives are scarcely fit for Home Rule; while those who have studied the conditions of the Islands at close quarters are convinced that the Philippine

people, under unrestricted independence, would very quickly lose their racial identity.

It is probably a fact that the United States crossumes more tropical products than all the rest of the world combined, while she only controls about 1 per cent of the total tropical area producing the raw material, the greater portion of which she consumes; and perhaps it is also true what has recently been stated, that the other great trading nations of the world control more than 66 per cent of the earth's area devoted to the production of tropical products. From the British point of view it might be advocated that it can only be in England's interest that the trade of the Philippines be reserved for the United States, as under Filipino independence the Islands are bound to sink into a permanent morass, while under strong American government steady improvement will continue. By degrees the Islands may reasonably develop a good trade with the United Kingdom.

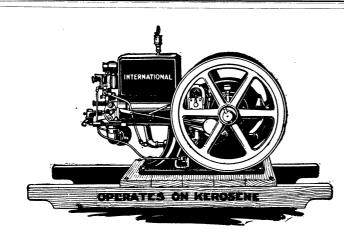
The Chamber rightly remarks that "in the exploitation of the Philippine trade the natural humaniturian instincts of the Americans would be evidenced in better housing, better food, better wages, better conditions generally—all of which would constitute a real effective altruism, because its object would be much greater production and much greater service; and such altruism is only possible with a fixed status, and under that status a stable government under which continuous business operation is possible."

The American Chamber, therefore, advocates the creation of a Territory under American protection, where the coastwise laws of the United States should be applied for the purpose of creating a beneficial monopoly interest of a department won to American interests and trade. By giving to the Territory guarantees of enough tonnage whereby its merchants can guarantee the necessary supplies to their customers at all times, the best interest of the Territory, it is held, can be safeguarded.

It is thus advocated that Manila and other ports in the Philippines touched by American bottoms should have the benefit of "stoppage-in-transit" as well as "fabrication-in-transit" for all goods landed in the Philippines, thereby allowing reshipment to such ports as Saigon, Singapore, Batavia, Sourabaya, Calcutta, Bombay, etc., on the basis of a through rate from any point in the United States to any other point in the world at which Shipping Board steamers call; and upon re-shipment the Shipping Board should absorb the wharfage charges at Manila, the merchants delivering the "stopped-in-transit" or "fabricated-in-transit" goods at the wharves or alongside in lighters, while a 10 per cent discount on freights to Manila should amply cover the storage charges on goods awaiting re-shipment. The Chamber holds that such a program would give safety to investment of American capital in the Philippines, be it for trading or for development purposes, besides permitting the Manila merchants to place goods in the final consuming ports in competition with foreign merchants residing at these ports, while American reneath as a Manila would be placed in the position to be able to carry stocks under the protection, flag, and laws of the United States. Such a system would "create a continuous business cycle of not over six months on stocks held in Manila," and the consuming areas would be acting against this deposit on a business cycle not exceeding thirty days, and consequently require less capital for shipping, financing, insuring, and transferring these goods.

It must be admitted that this scheme appears quite workable, while, of course, it would give American merchants a great advantage over other trading nations of the world; but it would meantime permit of elasticity in favor of competing nations.

Commenting on the American Chamber of Commerce's remarks as above, a contemporary in the Far East stated recently that "the fine is fast approaching when the home countries will be severely diagnosing their own faults rather than concentrating attention and devoting large sums to curing the alleged faults and diseases of other nations. Their policy of not attending to their own business has reached



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absurd lengths in recent years." It is true that the foreign policy of the United States in the Pacific basin hinges upon the Philippines, and consequently, if the Americans hold these Islands and make them an integral part of the Inited States by establishing a territorial government, as in the case of Porto Rico, the United States becomes permanently committed to a policy in trade and commerce in the Far East, the operation of which is bound to become an important part of the politics of the entire Pacific basin, because it will come in direct and daily contact with the policy of the great trading Powers of the earth operating along the coastline of the Continent of Asia. The Philippines, says the American Chamber at Manila, constitute the door to American trade in the Orient, and the United States can permanently open this door to American merchants by erecting a Territorial form of Government under its sovereighty and flag, while, per contra, if the Philippines should be granted independence, the door of the Far Eastern trade to American merchants would be permanently closed.

While advocating that the future trade of the United States with the untold millions of the East must not depend upon a "sickly, morbid policy of altruism," such as has been practised on the Filipinos, the American opinion in Manila, rightly or wrongly, holds that "the open-door policy for China may present for a time an interesting trade on the part of those Americans who are already established in China and along the Asiatic coast, but that this interest is bound to gradually lessen, because these American traders will be 'beaten to death in detail' by the strong trading Powers already holding strongly-entrenched areas of land, the produce of which establishes return cargoes for the manufactured goods carried in their ships, so that what the United States may get in the way of trade after the annihilation of the American trade will 'only be what these Powers see fit to give them in exchange for some of the products of the United States." This opinion, surely, is too pessimistic in outlook. Britishers and Americans ought to find ways and means for friendly competition in the Oriental trade without hurting each other, and we trust that "the strong trading Powers already holding strongly-entrenched areas of land" (Japan, Great Britan, France, China, and Holland) may willingly agree that the American merchant has also a right to "a place under the sun,"

So far, the productive possibilities of the Philippines have not been exploited—indeed, scarcely scratched—but once American protection has been established, American capital will flow freely into the Islands, and its 10,000,000 inhabitants, whose purchasing capacity is very low to day, will certainly prosper and become valuable customers to many articles of manufacture produced outside the United States of America.

# NEW PENSION LAW TAKES CARE OF VETERANS

The attention of the JOURNAL has been called to the new pension law of June 5, 1920, which provides for veterans of the Spanish War, the Philippine Insurrection and the China Relief Expedition who have sustained injuries during these campaigns in the line of duty. The Philippine Chapter of the Red Cross takes care of applications. Most of the veterans in the Islands know of this law, but for the benefit of those in the provinces who have not as yet heard of the measure, it is reproduced herewith:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That all persons who served ninety days or more in the military or naval service of the United States during the War with Spain, the Philippine insurrection, and the China relief expedition, and who have been honorably discharged therefrom, and who are now or who may hereafter be suffering from



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any mental or physical disability or disabilities of a permanent character, not the result of their own vicious habits, which so incapacitates them from the performance of manual labor as to render them unable to earn a support shall, upon making due proof of the fact, according to such rules and regulations as the Secretary of the Interior may provide, be placed upon the list of invalid pensioners of the United States, and be entitled to receive a pension not exceeding \$30 per month and not less than \$12 per month, proportioned to the degree of inability to earn a support; and in determining such inability each and every infirmity shall be duly considered, and the aggregate of the disabilities shown be rated, and such pension shall commence from the date of the filing of the application in the Bureau of Pensions, after the passage of this act, upon proof that the disability or disabilities then existed, and shall continue during the existence of the same:

"Provided, That any such person who has reached the age of 62 years shall, upon making proof of such fact, be placed upon the pension roll and entitled to receive a pension of \$12 per month. In case such person has reached the age of 68 years, \$18 per month; in case such person has reached the age of 72 years, \$24 per month, and in case such person has reached the age of 75 years, \$30 per month.

"Provided further, That persons who are now receiving pensions under existing laws, or whose claims are pending in the Bureau of Pensions, may, by application to the Commissioner of Pensions, in such form as he may prescribe, showing themselves entitled thereto, receive the benefits of this act; and nothing herein contained shall be so construed as to prevent any pensioner thereunder from prosecuting his claim and receiving his pension under any other general or special act; Provided, however, That no person shall receive more than one pension for the same period; And provided, further, That rank in the service shall not be considered in applications filed under this act.

"Sec. 2. That no agent, attorney, or other person engaged in preparing, presenting, or prosecuting any claim under the provisions of this act, shall, directly or indirectly, contract for, demand, receive, or claim a sum greater than \$20, which sum shall be payable only upon the order of the Commissioner of Pensions under such rules and regulations as he may deem proper to make, and any person who shall violate any of the provisions of this section, or who shall wrongfully withhold from a pensioner or claimant the whole or any part of a pension or claim allowed or due such pensioner or claimant under this act, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall, for each and every offense, be fined not exceeding \$500, or be imprisoned at hard labor not exceeding two years, or both, in the discretion of the court.

"Sec. 3. That from and after the approval of this act all persons whose names are on the pension roll, and who, while in the service of the United States in the Army, Navy, or Marine Corps and in the line of duty, shall have lost one hand or one foot or been totally disabled in the same, shall receive a pension at the rate of \$60 per month; that all persons who, in such service and in like manner, shall have lost an arm at or above the elbow, or a leg at or above the knee, or been totally disabled in the same, shall receive a pension at the rate of \$65 per month; that all persons who, in such service and in like manner, shall have lost an arm at the shoulder joint or a leg at the hip joint, or so near the shoulder or hip joint, or where the same is in such condition as to prevent the use of an artificial limb, shall receive a pension at the rate of \$72 per month; and that all persons who, in such service and in like manner, shall have lost one hand and one foot, or been totally disabled in the same, shall receive a pension at the rate of \$90 per month; and that all persons who, in such service and in like manner, sustained injuries that proved the direct cause of the subsequent total loss of sight of both eyes, shall receive a pension at the rate of \$100 per month."

# STATISTICAL REVIEW

# Weekly Consolidated Bank Reports, April-May, 1922

By BEN F. WRIGHT, Special Bank Examiner

		Week ending April 22	Week ending April 29	Week ending May 6	Week ending May 13
1	Loans, discounts and overdrafts.	₱172.359.856	₱173,217,359	₱174,311,786	P175,602,234
;	Investments.	24.008.388	22,812,972	26,532,358	28,020,508
3.	Due from banks, agencies and branches in the Philippine Islands.	52,135,790	50,882,044	51,158,570	51,342,818
4.	Due from head offices.	3,824,299	5,088,022	5,196,660	4,135,723
5.	Due from other banks	8,325,203	8,142,858	8,690,959	9,351,665
6.	Cash on Hand—	,,,,,,		. , ,	.,,
	(a) Philippine Treasury certificates	9,513,975	9,787,422	9,703,391	10,388,939
	(b) Philippine National Bank notes	2,492,167	1,816,830		
	(c) Bank of the Philippine Islands notes	120,670	108,795		
	(d) Philippine silver coin	95,402	93,633		
	(e) United States currency	26,050	18,215		
	(f) Other	638,395	540,190	2,749,398	2,619,457
	Total	12,886,665	12,365,275	12,452,789	13,188,396
7.	Resources.	294,407,767	295,900,840	304,558,976	305,758,550
8.	Net circulation	41,662,134	41,602,134	41,371,834	41,391,834
9.	Demand deposits	94,147,385	92,094,331	98,274,637	98,285,186
10.	Time deposits	20,929,620	20,744,268	20,925,562	21,159,259
11.	Due to Head Office.	43,386,839	46,716,623	45,801,831	45,959,727
12.	Due to banks, agencies and branches in the Philippine Islands	6,412,943	5,991,934	6,113,459	6,263,071
13.	Due to other banks	33,315,431	33,332,109	34,134,247	34,915,482
14.	Exchange bought since last report—spot	2,230,159	3,348,150	3,918,296	3,126,874
15.	Exchange sold since last report—spot	4,862,951	4,941,101	4,358,905	3,899,299
16.	Exchange bought since last report—future	5,426,388	3,088,715	2,480,570	3,000,971
17.		2,531,995	2,302,915	1,753,236	812,738
18.	Debits to individual accounts since last report	24,351,462	26,592,573	21,700,857	21,339,211

#### CIRCULATION STATEMENT

#### By M. F. AVELINO .

Acting Chief Accountant Treasury Bureau

	Feb. 28, 1922	March 31, 1922	April 30, 1922	
Pesos, subsidiary and minor coins	₱ 21,290,809.02	₱ 21,251,642.42	₱ 21,157,960.12	
Treasury certificates	38,508,902.10	37,866,067.60	37,593,439.10	
Bank notes:				
Bank of the Philippine Islands	8,880,672.50	8,883,102.50	8,998,102.50	
Philippine National Bank	32,694,032.75	32,694,032.75	32,886,339.45	

#### CUSTOMS COLLECTIONS

(January	1 to May 20	<b>)</b> )
-	1921	1922
Import Duties	5,496,318.61	3,774,448.34
Wharfage Tax	406,753.72	740,255.57
Immigration Tax	88,261.34	78,800.00
Tonnage Dues	97,007.50	97,004.42
Documentary Stamp	•	,
Tax	192,763.71	180,355.12
Fines and Forfeitures	14,375.36	9,476.01
All Others	319,134.03	194,678.97
Total	6,614,614.27	5,075,018.43

# TRADE STATISTICS PRINCIPAL EXPORTS

Articles	Ap	ril 1922	April 1921			March 1922			Monthly average for 12 months, April 1921 to			
Sugar. Copra. Hemp. Cigars. Leaf tobacco. Embroideries. Coconut oil. Maguey. Hats. Copra meal. Cordage. Lumber (cu. m.). All other domestic exports.	Quantity 82,603,867 8,941,658 14.611,653 11,417,351 1,127,939 9,832,444 1,273,353 30,792 6,826,552 183,122 6,893	Value P12,092,338 1,514,292 3,173,113 685,382 264,634 451,762 3,146,597 216,543 86,076 218,492 78,195 203,669 423,988	53.8 6.7 14.0 3.0 1.2 2.0 13.9 0.4 1.0 0.3 0.9 1.9	Quantity 25,794,382 11,551,004 7,206,466 6,975,365 1,209,783 3,753,653 999,530 29,740 1,561,890 186,008 3,290	Value  7 6,079,848 1,956,300 1,968,847 243,531 759,258 946,863 1,190,766 144,681 66,011 48,413 103,317 147,249 332,900	% 43.4 13.9 14.3 1.8 5.4 6.8 8.6 1.1 0.3 0.2 0.7 1.1 2.4	Quantity 48.472.771 22.120,996 17.627.839 26,529,768 1,928,896 12,104,608 2,105,977 29,361 6,742,664 208,577 1,894	Value 6,120,502 3,682,574 4,192,668 883,557 605,190 488,090 3,573,669 351,678 83,186 380,774 88,811 88,037 341,616	29.4 17.7 20.1 4.2 2.9 2.3 17.1 1.7 0.4 1.8 0.4 1.6	March 192 Value  4,4,536,022 2,477,342 2,287,150 615,337 692,097 2,547,992 256,928 48,222 152,403 76,223 113,834 308,549	9% 31.0 16.9 15.8 3.9 4.2 4.8 17.0 1.7 0.3 1.1 0.5 0.8 2.1	
Total domestic exports Exports of United States products Exports of Foreign products		P22,555,085 681,308 137,077	100.0		P13,982,984 207,035 22,518	100.0		P20,880,350 466,695 108,510	100.0	P14,604,144 309.952 54,094	100.0	

Note:-All quantities are in kilos, except for cigars and hats, for which actual number of units is given, and lumber, which is given in cubic meters.

#### CARRYING TRADE TOTAL FOREIGN TRADE

						1	Monthly avera	age for		
Nationality of		Α	pril		Marc	h 1				
Vessels	192		1921		1922	2	to March 1			
	Value	%	Value	%	Value	%	Value	%		
American	P12,796,393	36.0	P11,005,935	31.5	P16,083,951	47.0	P10,885,836	36.0		
Bretish	14,998,831	42.0	14,330,612	40.6	9,622,533	28.0	12,070,836	39.9		
Jacanese	2,806,166	7.9	5,265,053	14.9	2,636,539	7.6	3,633,512	11.9		
Durch,	3,369,991	9.2	1,783,772	5.1	3,022,266	9.0	1,628,673	5.3		
rulppine	360.971	1.1	338,540	0.9	668,175	1.9	268,219	0.9		
·Pikinish	7.283		804,227	2.3	91,921	0.3	442,818	1.4		
Chinese.	201,029	0.6	62,990	0.2	172,663	0.5	100,388	0.3		
SWedish					1,296,656	3.8	241,323	0.7		
Norwegian	600		191,191	0.6			103,593	0.3		
runen.			107.004	0.3			33,349	0.1		
G-1man	97,443	0.3								
Tetal by freight	<b>7</b> 34,638,707	97.1	<b>P</b> 33,889,324	97.2	<b>P</b> 33,594,704			96.8		
Total by mail	1,030,484	2.9	974,594	2.8	659,722	1.9	964,998	3.2		
Total foreign trade	P35,669,191	100.0	P34,863,918	100.0	P34,254,426	100.0	₱30,373,545	100.0		

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# TRADE STATISTICS PRINCIPAL IMPORTS

	rkı	IVCIE	IL IMIORI	,				,
			pril		Marc		dontbly avera	
Article	192		1921		1922		2 mos., Apr.	
Article							to March 19	
	Value	%	Value	%	Value	%	Value	%
Iron and steel, including agricul-								
tural machinery	P 1,505,067	12.3	P 4,178,088		P 1.533,681	11.9	P 2,685,247	17.7
Cotton cloths	3,938,760	32.2	2,249,387	11.5	2,720,624	21.2	2,024,393	13.1
Other cotton goods	943,353	7.7	977,666	4.7	961,066	7.6	915,571	6.0
Gasoline	75,498	0,6	33,086	0.2	365,169	2.9	732,374	4.9
Illuminating oil	7,241		74,810	0.3	385,711	3.0	556,003	3.6
Wheat flour	373,456	3.0	690,591	3.4	371,858	3.0	520,994	3.3
Meat products	264,753	2.1	1,291,501	6.3	278,015	2.2	482,761	3.2
Coal	188,328	1.5	816,808	3.9	432,726	3.4	482,679	3.2
Paper and manufactures of	251,081	2.1	511,193	2. 5	198,886	1.6	386,623	2.6
Dairy products	142,602	1.1	325,979	1.5	334,467	2.6	387,486	2.6
Lubricating and other oils	94,513	0.8	177,707	0.9	135,278	1.1	329,235	2.2
Rice	108,274	0.9	973,426	4.7	287,674	2.3	302,157	2.0
Cattles and carabaos	40,555	0.3	413.042	2.0	310,618	2.4	293,966	1.9
Silk goods	339,721	2.8	248,327	1.2	219,486	1.6	259,283	1.7
Electrical goods	115,733	0.9	398,636	1.9	203,182	1.6	247,149	1.6
Tobacco goods	284,926	2.3	547,039	2.7	94,402	0.7	222.767	1.4
Chemicals, drugs, dyes, etc	202,348	1.6	341,040	1.6	171.062	1.3	215,329	1.3
Vegetables	217,945	1.7	197,354	1.0	240,090	1.9	215,290	1.3
Fish products	190,819	1.5	146,262	0.7	257,098	2.0	186,732	1.2
Explosives	1,754		66,616	0.3	338,935	2.8	153,206	1.0
Fruits and nuts	81,308	0.7	147,537	0.7	190,735	1.5	142,288	0.9
Cement	88.342	0.7	108,482	0.5	203,270	1.6	140,067	0.9
Spirituous liquors	48,184	0 4	120,309	0.6	50,616	0.4	109,679	0.7
Woolen goods	104,250	0.9	220,454	1.1	71,079	0.5	90.862	0.6
Perfumeires, cosmetics and toilet	101,200		22		11,017	0.5	70,802	0.0
preparations	103,136	0.8	106.707	0.5	54,914	0.4	78,073	0.5
Leather goods	89,945	0.7	83,307	0.4	54,134	0.4	78,013	0.5
Indian rubber goods	68,177	0.6	136,386	0.7	139,576	1.1	76,301	0.5
Shoes	69,145	0.6	179,291	0.9	59.852	0.5	84,606	0.6
Coffee	12,412	0, 1	60.096	0.3	87.645	0.7	73,576	0.5
Crude Oil.	12,712	0, 1	233,082	1.1	54,290	0.4	70.926	0.5
Matches	63,719	0.5	36,005	0.2	65,660	0.4	68.837	0.5
Earthen, stone and China ware	• 61,060	0.5	97,701	0.5	59,435	0.3		0.5
Sugar and molasses	42.227	0.3	172.561	0.8	38,687	0.4	68,063 54,605	0.3
Paints, varnish and pigments	75.091	0.6	138,154	0.7	39.007	0.3		0.4
	76,495	0.6	51.050	0.2	219.486	1.7	53,353	
Motion picture films	21,123	0.0	20,772	0.1			51,443	0.3
	21,123	0.2	20,112	0.1	40,803	0.3	44,758	0.3
Diamonds and other precious	24,239	6.2	29.533	0.1	26 162	0.0	22.615	
stones, unset		0.2	103,735	0.1	26,163	0.2	22,615	C.1
Agricultural implements	1,527	0.3	21,594	0.5	1,599		19,870	0.1
Sporting goods	32,406				14.334	0.1	18,044	0.1
Automobiles	134,688	1.1	546.504	2.7	23,065	0.2	142,885	0.9
Automobile tires	132,146	1.0	199,241	1.0	80,898	0.6	113,991	0.7
Automobile accessories	80,985	13.0	149,368	0.7	34,270	0.3	109,018	0.7
All others	1,598,389	13.0	3,030,952	14.1	1,349,525	10.5	2,094,237	13.1
T-1-1	₱12,295,721	00.0	P20,651,381	00.0	B12 700 071	100.0	M15 105 255	00.0
Total	1 12,293,721	99.8	1 40,031,381	99.9	1 12,799,071	100.0	P15,405,355	99.8

#### FOREIGN TRADE BY COUNTRIES

			Monthly average for					
	400	April	March 12 months, Apr. 192					
Countries	192	1922 1921		1922		to March 1922		
	Value	%	Value	%	Value	%	Value	%
United States	P25,510,129	71.5	P20,076,224	57.9	P19,835,087	57.5	P18,598,546	62.0
Japan	2,472,078	6.8	3,868,321	11.0	3,450,323	10.2	2.704.692	8.8
China	1,845,044	5.2	2,124,622	6.0	1,590,553	4.7	1.937.371	6.4
Hongkong	899,091	2.5	1.899,010	5.5	970.201	2.8	744.501	2.5
United Kingdom	1.551,070	4.3	1.567.487	4.4	1.597.351	4.7	1,389,617	4.2
French East Indies	149,337	0.4	906,932	2.6	625,004	1.8	410.250	1.3
Spain	135,118	0.4	798,218	2.3	859,771	2.5	760,250	2.5
Netherlands	269,832	0.7	764,888	2.2	690,786	2.2	526,343	1.7
France	462,100	1.3	675,299	1.9	659,791	1.9	551,980	1.8
Australasia	330.886	0.9	557.336	1.6	485,747	1.4	486,225	1.6
Siam	20.595	0.1	465,531	1.3	23,912		185,918	0.6
Dutch East Indies	196,808	0.5	436,531	1.2	683,094	2.0	465.202	1.5
British East Indies	478,259	1.4	240.811	0.7	564.372	1.6	403.404	1.3
Switzerland	91,129	0.3	150,667	0.4	91,349	0.3	135,056	0.4
Canada	183,857	0.5	112,970	0.3	401.551	1.2	109,702	0.3
Germany	839,942	2.4	112,181	0.3	1.383.604	4.2	739,905	2.4
Belgium	77,292	0.2	29,660	0.1	110,192	0.3	67,262	0.2
Italy	103,787	0.3	21,176	0.1	83,048	0.2	46,800	0.1
Denmark			24.811	0.1	3,885		6,433	
Norway	6.901		5.685				1,430	
Sweden	1.318		4,700				1,627	
Japanese China	27,607	0.1	3,105		59,085	0.2	32.072	0.1
Austria	1.062		1.139		3,147	٠. ۵	29,277	ŏ. i
Other Countries	15,949		21,606		80,773	0.2	39,682	0.1
					2011.10		37,002	
Total	P35,669,191	99.8	P34,863,918	99.9	P34,254,626	99.9	P30,373,545	99.9

#### EXPORTS BY COUNTRIES

Countries	April 1922 1921				Marc 1922		12 months Apr. 1921 to March 1922		
	Value	%	Value	%	Value	%	Value	%	
United States	P17,225,562	73.5	P 7,303,017	51.5	P12,728,786	59.5	₱ 9,074,755	60.8	
Japan,	1,275,833	5.5	1,781,501	12.5	1,706,714	8.0	1,101,637	7.4	
Hongkong	868,891	3.7	1,858,319	13.0	950,122	4.4	728,863	4.9	
United Kingdom	1,083,708	4.6	712,463	5.0	1,025,633	4.7	806,703	5.4	
Spain	126,208	0.5	701,397	4.9	798,353	3.8	667,596	4.4	
Netherlands	236,947	1.2	722,851	5.0	652,620	3.0	490,926	3.3	
China	653,131	2.8	218,391	1.5	630,433	2.9	438,114	2.9	
France	383,442	1.7	447,558	3.2	548,528	2.6	386,397	2.5	
Canada	183,857	0.8	112,516	0.8	370,257	1.7	76,406	0.5	
British East Indies	191,815	0.8	108,120	0.8	242,274	1.1	220,003	1.5	
Australasia	96,194	0.4	129,328	0.9	212,624	0.9	110,597	0.7	
Germany	806,096	3.5	28,780	0.2	1,299,003	6.0	645,454	4.3	
Belgium	70,108	0.3	26,000	0.2	97,326	0.5	63,165	0.4	
Italy	89,441	0.4			81,288	0.4	35,878	0.2	
Dutch East Indies	30,719	0.1	24,031	0.2	24,683	0.1	31,505	0.2	
French East Indies	11,739		6.452		17,474	0.1	13.262	0.1	
Siam	6,966		7,476		10,824		7.180		
Japanese China	397		3,105		7,471		6,520		
Austria					2,000		26.836	0.2	
Switzerland	18,532						5,515		
Sweden							10		
Other Countries	13,884		21,232	0.1	49,142	0.2	30,868	0.2	
Total	<b>P</b> 23,373,470	99.8	₱14,212,537	99.8	P21,455,555	99.9	P14,968,190	99.9	

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#### IMPORTS BY COUNTRIES

		ž	April	Marc	h 1	Monthly average for		
Countries	192	1922			1922	1	12 months Apr. 1921	
							to March 1922	
	Value	%	Value	%	Value	%	Value	%
United States	P 8,284,567	67.0	P12,773,207	62.0	P 7,106,301	55.5	P 9,523,791	62.0
lapan	1,191,245	9.9	2,086,820	10.0	1,743,609	13.6	1,603,055	10.5
China	1,191,913	9.9	1,906,231	9.3	960,120	7.5	1,499,257	9.8
French East Indies	137,598	1.1	900,480	4.4	609,530	4.8	396,988	2.6
Inited Kingdom	467,362	3.8	855,024	4.1	571,718	4.5	582,914	3.8
Australasia	234,692	1.9	428,008	2.1	273,123	2.2	375,628	2.4
Dutch East Indies	166,089	1.4	412,500	2.0	658,411	5.2	433,697	2.8
British East Indies	286,444	2.4	132,691	0.6	322,098	2.5	183,401	1.2
France	78,658	0.6	227,741	1.1	111,263	0.8	165,583	1.1
Switzerland	72,597	0.6	150,667	0.7	91,349	0.7	129,541	0.8
Germany	33,846	0.3	83,401	0.4	84,601	0.7	94,451	0.6
Spain	8,910		87.821	0.4	61,418	0.5	92,654	0.6
Netherlands	32,885	0.3	42,037	0.2	38,166	0.3	35,417	0.2
Siant	13,629	0.1	458,063	2.2	13,088	0.1	178,738	1.1
Japanese China	27,210	0.2			51,614	0.4	25,552	0.1
Canada			454		31,294	0.2	33,296	0.2
Hongkong	30,200	0.2	40,691	0.2	20,079	0.1	15,638	0.1
Belgium	7,184		3,660		12,866	0.1	4,097	
Denmark			24,811	0.1	3,885		6,433	
Italy	14,346	0.1	25,176	0.1	1,760		10,922	
Austria	1,062		1,139		1,147		2,441	
Sweden	1,318		4,700				1.617	
Norway	6,901		5,685				1,430	
Other Countries	2,065		374		31,631	0.2	8,814	
Total	P12,295,721	99.8	P20,651,381	99.9	P12,799,071	99.9	₱15,405,355	99.9

# CARRYING TRADE

							minimi, minimi	P	
Nationality of		A	pril	Marcl	March 12 mont				
Vessels	192	2	1921		1922		to March 1922		
	Value	%	Value	%	Value	%	Value	%	
American		40.5	<b>P</b> 4,030,164	28.5	P 9,961,421	46.4	P 5,456,421	36.5	
British	8,013,181	34.2	5,380,299	37.5	5,358,662	25.0	5,189,144	34.8	
Japanese	1,825,313	7.8	1,985,426	13.8	1,392,157	6.6	1,771,418	11.8	
Dutch	3,147,032	13.6	1,200,854	8.7	2,454,880	11.2	1,201,357	8.0	
Spanish			725,681	5.2			330,896	2.2	
Divition of the co	266 174		2 0 20		242 006	1 6	60 667	0.5	

British. 8,013-161 34-2 5.880,299 37.5 5.388,062 25.0 5.189,144 34. [Japanese.] 1,825,313 7.8 1,825,426 13.8 1,392,157 6.6 1,771,418 11. Dittch. 3,147,032 13.6 1,200,854 8.7 2,2454,880 11.2 1,201,357 8. Spanish. 26,041 1.1 3,529 343,886 1.6 09,667 0. Chinese. 77,693 0.3 30,135 0.2 141,032 0.7 44,046 0.6 1. 241,318 1. French. 1,296,656 6.1 241,318 1. French 600 7,443 0.4 Norwegian. 97,443 0.4 Norwegian. 97,443 0.4 Norwegian. 97,443 0.4 1,2283,743 97,9 1,356,388 93.9 1,200,948,694 97.6 1,306,055 95. By mail. 98,056 1. 366,005 97. 1,356,149 6.1 506,861 2.4 662,135 94.

Grand Total....... P23,373,570 100.0 P14,212,537 100.0 P21,455,555 100.0 P14,968,190 100.0

IMPORTS Monthly average for Nationality of March 12 months Apr. 1921 April Vessels 1922 1921 1922 to March 1922 Value 3,340,086 6,985,650 980,853 222,959 Value 6,122,530 4,263,871 1,244,382 567,386 324,289 Value 5,429,268 6,881,692 1,862,094 427,316 198,552 Value 6,975,771 8,950,313 3,279,627 American...
British
Japanese.
Dutch.
Philippine
Spanish.
Chinese.
Norwegian.
French.
Swedish 27.0 P 57.0 8.0 1.8 0.8 94,797 91,921 31,631 123.336 1 0 95.6 P20,532,936 99.4 P12,646,010 98.8 4.4 118,445 0.6 153,061 1.2 Carried as freight... Imported by mail... P11,754,964 540,757 P12,295,721 100.0 P20,651,381 100.0 P12,799,071 100.0 P15,405,355 100.0 Total imports.....

#### PORT STATISTICS

				E	NTERED				Monthly a	verage for
Ports	Ves	sels	April net tonna	age	Cargo discharged	March			12 mons., A	pril 1921
	1922	1921	1922	1921	1922	Vessels	tonnage		Vessels Ne	t tonnage
Manila Ilcilo. Cebu. Zamboanga. Jolo.	5 4 4 2	56 3 4 2 4	247,004 13,440 8,068 7,683 1,171	165,426 5,177 6,027 7,901 1,756	97,240 3,234 4,396 116 71	63 6 4 1 3	212,161 18,020 10,615 3,076 1,897	98,289 7,290 3,337 200 361	4.2 3.0 1.83 2.4	191,342 11,643 8,224 5,800 1,637
Balabac		2		13		_			0.66	8
Total	88	71	277,366	186,300	105,057	77	245,769	109,477	69.5	218,654

				CI	EARED					
					Cargo laden			Cargo laden		
Manila Boilo. Cebu. Zamboanga. Jolo. Balabac	66 9 9 3 3	54 5 5 2 2	241,090 33,788* 32,755 5,253 1,897	156,156 19,419 13,207 7,336 1,171	66,495 46,427 16,507 3,587 321	53 4 11 1 2	161,972 11,744 32,479 4,260 1,171	53,943 25,481 14,792 1,369 294	52.67 7.17 6.0 1.58 2.25 .50	172,225 25,083 17,258 5,180 1,312 10
Total	90	69	314,783	197,294	133,337	71	211,626	95,879	70.17	221,068

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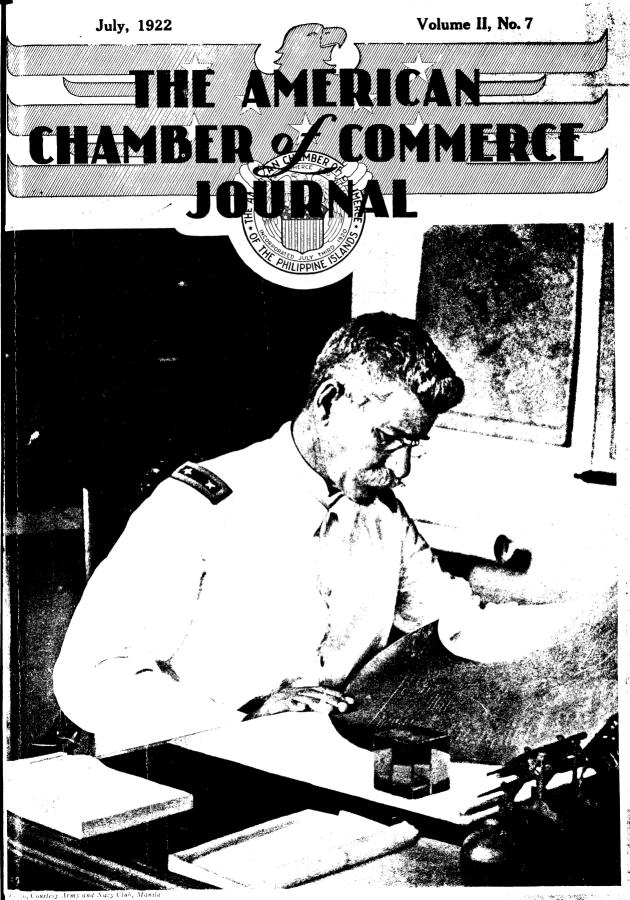
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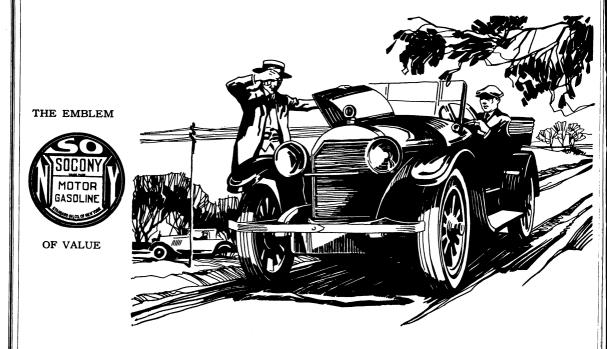
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# American Chamber of Commerce Journal

PUBLISHED MONTHLY

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#### THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most adequately financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such as the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce and the Manila Chamber of Commerce.

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#### **EVAN EDWARDS**

EVAN EDWARDS

Evan Edwards, manager of the local office of Getz Brothers and Company of the Orient, Ltd., was born in Charleston, South Carolina, June 18, 1893. After two years in high school he attended the Agricultural Mechanical College of Georgia for a year and a half. In 1911 he entered the employ of the Standard Oil Company as salesman in Trenton, N. J. In 1912 he bilined the enter of Swift and Company week. he joined the staff of Swift and Company, packers, serving as general relief or utility man for the Baltimore district.

In 1917 he enlisted in the U. S. Army for serv-In 1917 he enlisted in the U. S. Army for service on the Mexican border, and following this service returned to his post with Swift and Company, where he remained until the outbreak of the World War. On completion of a course in an officers' training camp he received a commission as lieutenant of infantry in 1918 and served with the 30th Division in France and Belgium until the end of the war. On his discharge from the Army he assumed a responsible post with the San Francisco branch of Libby, post with the San Francisco Drancn of Liddy, McNeill and Libby, the well-known packing house, which position he held until the begining of 1920, when he was sent to Manila as assistant manager for Getz Brothers and Company. A year later he was made manager of the local office. This firm handles many important lines of staples, including the famous Getzbest food products.

Mr. Edwards is an Active member of the American Chamber of Commerce, in representation of his firm, and also a member of the Elks,

Rotary and Swiss clubs.

#### WILLIAM H. RENNOLDS

William H. Rennolds, manager of the local office of Wm. H. Anderson and Company, one of the largest American import and export houses in the Philippines, representatives of the famous Colgate products, among other lines, is one of the younger businessmen of prominence who has steadily forged forward from a small posi-tion by dint of energy and ability. At the age of 36 he occupies one of the biggest executive jobs in the Islands.
Born in Chicago on January 25, 1886, he at-

tended the public schools of his native city and at the age of 14 entered Notre Dame Univer-sity, at South Bend, Indiana, where he com-pleted a two-year course. In 1903 he came to the Philippine Islands in the employ of Castle



Brothers, Wolf and Sons, predecessors of the Pacific Commercial Company, in a minor office position. His ability as a salesman was soon recognized and in a short time he became city salesman for the concern. He continued in this position until 1912, when he accepted an offer from Wm. H. Anderson and Company to become sales manager. From sales manager he was promoted to assistant manager, and was finally promoted to manager, which post he has held for a number of years.

Mr. Rennolds represents his firm as an Active member of the American Chamber of Commerce and takes a keen and active interest in the organization, being a frequent visitor at the Chamber's quarters. He is also a member of the Casino Español and of the Swiss Club.



#### ROBERT E. MURPHY

"Bob" Murphy, as he is popularly known, was born in Cory, Pennsylvania, September 1, 1875. He attended public schools at Bradford, Pa., and then took a business course in a commercial college. During the next few years he held various positions, working on years he field various positions, working or Philadelphia newspapers and serving three years in the auditing department of the Buffalo, Rochester and Pittsburg railroad.

At the outbreak of the Spanish-American war At the outbreak of the Spanish-American was he enlisted with the First Ohio Cavalry. On his discharge in October, 1898, he reenlisted in the Sixth U. S. Cavalry for service in the Philippines and was finally sent to the Islands in 1901, being discharged in December of that year. He entered the Quartermaster Corps in a civilian capacity, receiving steady promotion until he became chief clerk of the land trans-port department, which post he held until 1917, when he was commissioned a captain in the Quartermaster Corps and ordered to the United States. While in Manila he was for several years exchange editor of the Daily Bulletin and for a year managed that paper during the publisher's absence.

In the United States, Capt. Murphy was stationed at Pittsburg as depot quartermaster and zone supply officer until after the armistice. He was ordered back to the Philippines, serving as property auditor in the finance division until November 30, 1910, when he resigned to

(Continued on page 17)



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# "The Winter Playground of the World" THE PHILIPPINES

No other country in the world presents a greater variety of strange people assembled within as small an area under one flag.

Every surge of people along the coast of Asia has left its blood stain on the people of the Philippines.

From the south the warlike Malay came and impregnated the people with his blood; its strongest tinge is now represented in the Mohammedan Malay of the Sulu Archipelago. This blood tinge thins out the farther north you go.

The Chinese and Japanese contributed a yellow strain to the people of the north and the strain decreases the further south you go.

The Polynesian has contributed his blood to the people of the east coast.

The people of Cochin-China and Siam have contributed their blood to the people of the West coast.

On the mountain tops are found the Negritos, the smallest negroid race of the world, supposed to be the aboriginal inhabitants of the Archipelago, slowly forced to their present high habitat by the various surges of oncoming people.

The mountain sides have upon them another type of people formerly living on the beach line but, like the Negrito, forced out and, they in turn, forcing the Negrito higher up.

The Indian from India has contributed his blood to certain localities like Cainta and Taytay.

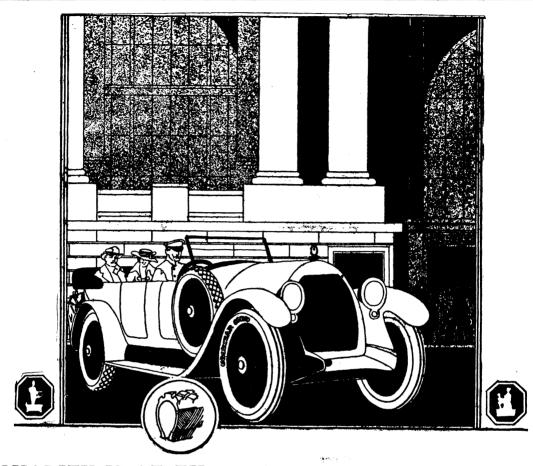
The American Indian has localized his blood in Pampanga.

The Chinese, the Japanese, the Spaniard, the Britisher and now the American have diluted the blood of the resident people and this dilution is evidenced by the various forms of the Mestizo population.

All in all it is a wonderful congregation of people, ranging in type from the lowest savage to the highest type coming from Nordic mixtures.

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## SIBUL SPRINGS, THE RADIO-WATER RESORT

By THE EDITOR

Way back in 1876, Padre Francisco Ariola, a well-known Spanish priest, suffered the tortures of the damned from indigestion. tain relief he consulted the best physicians in Manila. Each and every one of them prescribed remedies and all the remedies failed to relieve the stricken ecclesiastic. Finally, driven to resort to unusual measures in his efforts to cure his dyspepsia, Padre Ariola, on the advice of ns dyspelsia, ratife Artoa, on the advice of some natives, notably Felipe Buencamino, Sr., journeyed to a "mysterious" spring near San Miguel de Mayumo, Bulacan province, and there partook of the waters. Much to his gratification, he was cured of his stomach trou-About that time, General Weyler, of Cuban fame, became Governor General of the Philippines. His wife, hearing of the wonderful waters at Sibul, journeyed there in the hope of obtaining relief from an internal illness from obtaining relief from an internal illness from which she was suffering and for which she had vainly tried all remedies then known to the medical profession. Doña Weyler stayed in Sibul for a year, partook generously of the waters, bathed in them regularly, and returned to Manila in the best of health. There was now no longer any doubt in the popular mind of the curative requesting of the water. Its fame spread to the properties of the water. Its fame spread to the nearby provinces and Manila, and the place came to be known as "Miraculous Waters" or "Mysterious Springs". It was reported that persons had been cured of serious illness by mere immersion in the spring.

A Brief History
Credit for the popularizing of Sibul Springs, however, rightfully belongs to Felipe Buencamino, Sr. In 1872, immediately after the Camino, Sr. In 1872, immediately after the ca-vite rebellion, the Spaniards began a ruthless persecution of those suspected to have had a hand in the uprising. Among those upon whom suspicion rested was Señor Buencamino. He suspicion resea was Senor Duencianino. The flect to the mountains, hiding in the vicinity of Sibul Springs. The water then came out through a few very small openings. These he had enlarged and improved. The original discoverer of the springs, however, was Don Antonio Vas-

quez, a Spanish cavalry officer, who led a campus quez, a spanish cavairy onicer, who led a campus troop of Spanish horsemen. One day while in search of more suitable camping grounds he ran into the springs. Sometime afterward, Don Joaquin de la Concha, father of the present owner of the Sibul Hotel, took possession of the place and established title of ownership to it. The site of the present baths gradually passed into possession of the government, which has made progressive improvements until the present establishment was completed in 1915.



Photo by Denniston, Inc.

Maypajo Cockpit

The original cost of the bath house was about 160,000, but this does not include the road and other improvements which contribute to make the resort attractive. As is the case with all water supply projects, two-thirds of the expense was borne by the insular government and onethird by the provincial government. The latter now has supervision over the baths.

IN THE OLD DAYS

Situated only 56 miles from Manila and connected with the capital by a first-class road, Sibul Springs can now be reached by automobile in two to three hours. In the old days before the Americans came, however, the trip was a real journey. The only way to reach the place from San Miguel de Mayumo was by horse-back or primitive carretela. The trail wound in and out among the hills, crossing deep fords

and gulleys. The country was inhabited by the Balugas, a wild tribe, who lived on wild chickens, deer and wild boars. The distance was 22 kilometers, as against 13 kilometers today by automobile road. At the site of the present palatial bath house, constructed in the Roman palatial bath house, constructed in the Roman style with tile bath cubicles and modern sani-tary arrangements, was a hollow filled with sulphurous water surging from small crevices in limestone rock. A few nipa huts stood near by for the use of bathers. Later, more sub-stantial houses were built in the vicinity of the springs.

A POPULAR RESORT

Mineral springs are not uncommon in the Philippine Islands. Los Baños and Marilao are two of the spring resorts near Manila that are known to the general public. Sibul Springs, however, is the largest and most famous of all its accessibility to Manila and the neighboring provinces makes it particularly favored bu tourists and Philippine residents. The presence of four fair-sized hotels and a large number of of four lair-sized hotels and a large number of native boarding houses testifies to the popu-larity of the place. During certain months of the year, particularly March, April and May, the so-called "hot" hot season, Sibul Springs is full of tourists and vacationists, people coming from all over the Archipelago to partake of and bathe in its healthful waters.

#### SCIENTIFIC ANALYSIS

Before proceeding with a description of the trip, let us look into the scientific analysis of the water. Its sulphur content is once evident from its smell, but a recent report from the Bureau of Science says that the hydrogen sulphide content of this water seems to have decreased markedly in recent years. The water comes out at ordinary temperature, not hot as is the case at other sulphur springs. It is of crystal clearness and purity and is free from all microorganisms. There are traces of mineral salts, as the chemical analysis' shows, but their quantity is so small that scientists do not ascribe any great therapeutic value to the mineral contents



Photo by Denniston, Inc.



Photo by Denniston, Inc. Bulacan-Rizal Boundary

of the water. Latest investigations, however, would indicate that the water has considerable radioactivity. Experiments conducted by J. R. Wright and G. W. Heise and published in the *Philippine Journal of Science* in 1917 demonstrate this conclusively. The Bureau does not wish to go on record as making any definite statement as to the curative value of the water's radioactivity, but does say that this radio-activity "might have some medicinal properties.

CURES MANY TROUBLES

Whether or not the chemical analysis discloses any healing agents, the fact is that the closes any necaling agents, the fact is that the water does act beneficially in many illnesses and bodily disturbances. Centeno in his "Me-moria Descriptiva de los Manantiales Minero-Medicinales" gives the following indications for the use of the Sibul Springs water: "Skin diseases; chronic catarrh of the intes-

tinal tract; dyspepsia, when uncomplicated with changes in the structure of the organ or general state of morbidity; enlargement of the liver and spleen; neuralgia induced by hysteric state; leucorrhea, menorrhagia, and in chronic inflammation of the uterus coupled with herpetic

constitution, lymphatism or anemia."
"The use of this water," this authority continues, "is also indicated in chronic dysentery when the patient is not cachectic and the changes in the structure in the intestinal mucosa are not excessive. The use of this water is especially indicated in the dysentery caused by circulatory disturbances in the portal vein and when such disease is manifested in individuals subject to herpetic eruptions."

Attempts have been made to bottle the Sibul water and place it on the market, but scientists declare that the radioactivity is removed by slight shaking and aeration and that the water rapidly deteriorates in bottles. It is essential, therefore, to use the water at the source if its beneficial effects are desired.

LERMA AND GOLF CLUB

Sibul Springs is reached by the Manila North Road, which leaves the capital by way of Rizal Avenue, calle Antipolo and Caloocan, or Calle Juan Luna. All routes lead past Lerma Park, a favorite cabaret resort, comprising a huge dance hall and restaurant. It is a show place for tourists at night, for it is there that Manila's night life is at its gayest and the light fantastic holds full sway until wee, sma' hours. A short way beyond Lerma we reach the Caloocan golf links and the Manila Golf Club. The club house is situated a few hundred meters to the right of the main road, as indicated by a sign, and is well worth a visit. From the porch of

the club house a fine view of the 18-hole course may be obtained. It has no peer in the Far East and compares favorably with some of the American and European courses. A Scotch professional keeps it in good condition and acts as instructor.

On the road to Caloocan we pass the largest and most famous cockpit in the Islands. Maypajo cockpit is the mecca of thousands of natives addicted to the national sport every Sunday. They crowd the street cars, car-rying their roosters in their arms and often bringing their families along.

Camineros On The Job

Eight and a half miles out from the city we reach the Rizal-Bulacan provincial boundary, marked on the North road by a rather elaborate concrete archway, as illustrated. The road is well kept, and once again after a lapse of years the red-trousered, broad-hatted *camineros*, or road tenders, are conspicuous by their presence instead of absence. These men now wear a number in front on a little apron. They seem to be busy and the result of their labors is apparent They seem to in the cleanliness and state of fair repair of the highway.



Manila North Road, Kilometer 39

OLD SPANISH BRIDGES

At the fifteen and a half kilometer mark we enter the town of Polo, Bulacan. Three kilometers distant is the town of Obando, each spring homage is paid at the old church to the saint credited with being able to bring fecundity to sterile females. Those desiring to benefit by the saint's powers perform a strange dance in the plaza. The Obando festival, as it is called, takes place in the month of May and attracts many visitors from the capi-tal. The North road does not lead to Obando and to get there a three-mile detour must be made. Except during festival time, the side trip is hardly worth the trouble.

Just outside of Polo the road crosses an old Spanish bridge built in 1783 (see illustration). Several of these bridges are still in good shape along this road and constitute a tribute to the skill of the Spanish engineers or architects. They usually are framed in a picturesque setting, with old adobe buildings, or their ruins, in the proximity of the approaches.

STRONG SPANISH INFLUENCE

Probably no section of the Islands was more Probably no section of the Islands was non-thickly settled by the Spaniards than the country just north of Manila. The Spanish influence here is very marked. It is no wonder that the Spaniards took to this country, for it is ferile and beautiful. Streams are abundant, and where they do not yield sufficient water they are supplemented by irrigation ditches. It was all through this country that some of the hottest engagements of the Philippine in surrection were fought. Here it was that guralla bands were in constant action with America and the surrection were countried to the probability of the p

rilla bands were in constant action with Ame ican troops. General Lawton led an expedition through this section immediately alto his arrival in the Islands in the spring of 189 and reached as far north as Arayat, at the for of the mountain of that name. Mount Araya by the way, is the dominant landmark of the countryside. Rearing its head in lonely gradeur from the surrounding plain, it forms il crowning feature of the landscape by which ever thing is oriented. Countless folk tales a superstitions revolve around this mountai but these are rather out of place in this artic To those interested in folk lore, the Arayat regican be made a source of much information ar material for study.

"MARILAO MARY"

Nineteen kilometers from Manila on the N Road is the town of Meycauayan. As we this typical Filipino municipality, we another of the old Spanish stone bridge. particular one was built in 1789. Three meters further on is Marilao and the well-Marilao mineral water spring, or rathel Two years ago a bath house was constru over this well, which, like Sibul Springs, is puted to have therapeutic properties. As a bath property Marilania water property Marilania water property Marilania water property. bath resort, Marilao is quite popular amor the Filipinos. Here is also located a bottli works which puts up the water in various flavo

No one who in the past ten years has passthrough Marilao with more or less frequency unacquainted with "Marilao Mary," the pisding genius of a roadside tienda. There was a time when "Marilao Mary's" store was the only place the wayfarer could obtain a coolin drink and "chow" done approximately in the done approximately in the

American style.

Mary then was a slip of a girl of ten or twelv and amused the Americanos with her rath precocious command of English. She is no a young lady, but still retains her friends for the Americanos and caters to them in inimitable style. Other young ladies have up shops in competition close by, but "M" lao Mary" still controls the American tr Hardly an American passes through but s. for a drink and a bite and a chat with h

A TREE-LINED HIGHWAY On the road leads, over bridge and culve with long, white tangents in between, to Bocat about 28 kilometers from Manila. This is





Photo by Denniston, Inc.

Old Spanish Bridge, Polo, Bulacan, built in 1783



Photo by Denniston, Inc.

quaint, old-fashioned town, with high stone calls and old Spanish buildings. Just beyond Boraue a branch road runs to Santa Maria and Korzagaray. Bigaa is situated just this side if the 31 kilometer post, where a fork to the left rads to Bulacan and Malolos, the provincial apital.

a We now pass over some excellent stretches of oad, marred by but very few doubtful spots, at the 34.5 kilometer mark we enter Guiguinto, rom this point on, a noticeable feature of the unhway are the rows of spreading mango trees that line both sides. At frequent intervals, and often for long stretches, these beautiful trees afford welcome shade to the traveler and digreatly to the variety of the scenery. The imboo is a graceful and attractive growth along adside or in a field, but it sometimes becomes both once when it is in evidence mile after

#### THE ROAD TO SIBUL

neter after kilometer pass by under the imango trees until we enter Baliuag, one of gest towns of the province of Bulacan and of a hat industry. The Baliuag hat is d for its fine texture and weave, being quite a par with the variety produced in Lukban, vabas. If one care to take the time and do a tle shopping, a good Philippine woven straw may be obtained here at a reasonable price, liuag boasts of the finest municipal market in Islands. It is an imposing structure and the erior is always busy. Our illustration gives good view of it, taken during the siesta hour, always is 52 kilometers from Manila.

Sim Ildefonso, the next town on the road, is a kilometers from Manila. Then comes San figued be Mayumo, the municipality which is jurisdiction over Sibul Springs. At a point 8 kilometers from Manila, the branch road Sibul Springs turns off to the east at right ides to the Manila North road. It is a first-thighway in all respects and appears to be itained in good shape. Unlike the North is over the foothills of the Cordillera range, and down hill, with frequent turns, this fork, and the first turns are the first turns and turns are the first turns and turns are the first turns.

#### THE BATHS AT SIBUL

n entering the bath town, we pass numerous

Mt. Arrayat, from San Miguel-Sibul Springs Road

individual cottages of vacationists and residents, and finally reach the big square plaza, in the center of which, down in a hollow, stands the government bath house, an attractive structure of concrete built after Roman models. In front of it is a hexagonal pavilion, intended to be used as a lounging place for the bathers, but now monopolized by the street urchins, who make it their favorite rendezvous. At various points of the side of the plaza are situated the hotels, the most pretentious in point of size being the International. There are three or four others. Accommodations are good enough at all of them,

Bacteriological analysis<sup>2</sup> shows it to be practically of perfect purity so far as micro-organisms are concerned.

#### NEARBY CAVES

No visit to Sibul Springs can be considered complete without a trip to the numerous caves to be found in the hills and mountains in the vicinity. A favorite trip is to Madlum cave, distant about four kilometers from the town. This must be made on foot, as must trips to any of the other caves in the region. A trail leads across country to the Madlum river, where a

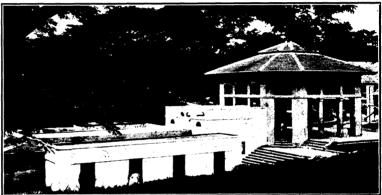


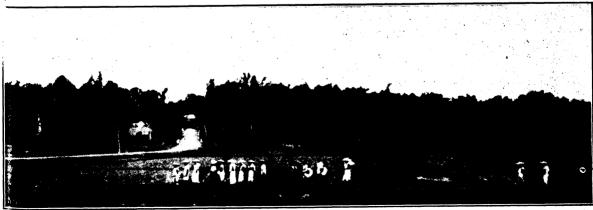
Photo by Denniston, Inc.

Bath House, Sibul Springs

although, of course, not up to Manila standards. Bathing accommodations in the bath house are excellent. There are ten individual rooms, tile-lined and commodious, for the use of which a nominal fee is charged. On one side of the bath house are faucets from which there is a constant flow of the water, free to all who bring recept-acles to carry it away. Its sulphur smell pervades the air in the vicinity of the spring. Despite its sulphurous odor and taste, however, the water is remarkably clear and sparkling.

crossing must be made, either on the back of a guide or on a raft, to within a few meters of the cave. The limestone in and about the cave is

(2) Biological Examination.
Colonies per cc. 24 hours, 60.
Flagellates, negative.
Remark, amoebae, ciliates, negative.
Presumptive test, negative.
Attempt to isolate B. coli, negative.
(General remarks.—A biological examination at the source showed a 24-hour colony count of 8.)



I holo by Denniston, Inc.

Manila-Sibul Springs Road-Peasants Returning from Fields

carved thick with the initials of visitors. Candles, flashlights or lamps are a necessity for the exploration of the interior and should be carried along. Guides, who can be secured at Sibul Springs, usually forget to mention this essential. caves in the vicinity are the Renacimiento, the Cawali and the Germinal, as well as the famous cave of Biak-na-Bato, where the peace compromise of 1896 between the Spaniards and the Filipino revolutionists took place. The latter cave is about 9 kilometers from Sibul. These caves are cool and form a welcome halting place after the hike up and down dale to reach them.

#### RAILROAD CONNECTION

Other points of interest in the vicinity of Sibul Springs are the mountain tops of the Cordillera foothills. The best known of these are Calavera, Infinito and Calvario, all affording splendid tropical vistas over hill and vale.

There is no question of the fact that the Sibul

Springs waters have a beneficial effect upon many ills, and that for this reason they are strongly recommended by the medical profession. Even though a person be healthy, however, Sibul Springs offers a week-end or vacation retreat from Manila in close proximity to the capital. Very few provincial towns have such good hotel accommodations and such attractive natural surroundings. The place should there-



Photo by Denniston, Inc.

Entrance to Madlum Cave, Sibul Springs

fore prove popular as a recreation and vacation center for healthy and sick alike.

Those who have no automobiles may be inter-

ested to know that San Miguel de Mayumo may be reached by railroad. From there it is only an eight-mile jaunt by carretela or auto to Sibul.

#### Predicts Gradual Return to Normalcy

Slow but sure return to normalcy was pre dicted by Dr. James F. Abbott, commercial attaché of the American embassy at Tokio, in the course of an address before the American Chamber of Commerce members at noon, Tuesday, June 13. Dr. Abbott also gave some in-teresting sidelights on the recent Washington Conference which he attended as one of the Amer-

ican experts on Far Eastern affairs.

Speaking of the Conference, he stated that the very fact of getting the principal world powers around a table to discuss matters of international interest was in itself an accom-plishment of no mean order. He gave a thrilling description of the opening session, at which Secretary of State Charles E. Hughes threw in his bombshell of a naval holiday.

China, Dr. Abbott declared, was ably represented at the Conference but was handicapped

sented at the Conference but was handicapped by unsettled conditions at home. At that, she got more than most people expected.

The substitution of the Four Power Treaty for the Anglo-Japanese Alliance, Dr. Abbott said, was a decided step toward peace in the Pacific and toward the possibility of solving other problems in the Far East.

#### EVERYTHING LIQUIDATED BUT LABOR

Dr. Abbott stated that after traveling around the world and through this part of the globe he had come to a greater realization than ever of the economic importance of the United States to the rest of the world and vice versa. "We could get along without the other countries," he asserted, adding the query, "but is it desirable that we do so?"

Speaking of economic conditions in the United

States in general, he continued:

"The gap between the farmer and the industrial manufacturer has been widening. The farmer gets a very low price for his product— call it 100. If he has to pay 150 for everything he buys, one of two things must happen: either farm products must go up 50 points or the prices of the other products must drop 50 points.

"Liquidation has been going on steadily for two years and everything seems to be liquidated

two years and everything section to be inquisated except labor.

"Some people are sanguine over the good times that are coming. I think they are coming myself, but they are not coming by express. I do not think that complete normalcy will come before three years, though a steady, small improvement can be expected henceforward.

"Some of our people suffer from a peculiar delusion. When they feel that anything is

wrong, they immediately want to pass a law to correct the evil. They even think nothing of attempting to control the law of supply and demand. So long as this tinkering legislation intervenes, progress toward normalcy will be

delayed.

"Europe is buying very little now. Until
Europe does become a better market for American goods and goods from everywhere, world reconstruction is impossible. There must be a readjustment of attitude on the part of Europe. That continent is in bad shape and is not helping American business now.

#### JAPAN OUR BEST CUSTOMER

"Japan, on the other hand, came out of the war in good shape. Next to the United States she has a better backing for her currency than any other country. She is a good cash customer and needs the United States. In the past few months there has been a very brisk market between the northwestern portion of the United tween the northwestern portion of the United States and Japan in lumber and wheat. Japan is increasingly dependent upon the United States, and as a result the relationship between the two countries is becoming closer. It is our duty as a nation to prevent interference

our duty as a nation to prevent interference with the best customer we have left."

Dr. Abbott, accompanied by his wife and daughter, left on the transport Thomas on Wednesday, June 14, for Japan. This was Dr. Abbott's first visit to the Philippines in the many years he has spent in the Far East.

Members of the Tea Trade Guild of Hankow held a general meeting in the building of a foreign bank in Hankow recently to discuss problems of tea taxation. The past year showed problems of tea taxation. The past year showed a much better prospect of revived business, according to members of this guild, as large stocks of black tea in Hankow were cleared off during the year. They predict that a still better year is in sight, since they hope to regain part of the lost trade with Russia during the new year. Trustworthy Russian sources in Hankow, however, are prescripting over the design of the property of the state of t Hankow, however, are pessimistic over trade revival with Russia, and report that business, export and import, has come to nil within the past few years.

The Dutch government is expected to appoint commission that will consider proposals restricting foreign imports, the temporary raising of import-duties, the granting of credits to Netherlands industries, and giving preference in export to the colonies on behalf of the Dutch East Indian government.

#### SCHEDULE OF MEETINGS

Thursday, July 6, 5:00 p. m. Regular meeting, Embroidery Section.

Monday, July 10, 1:00 p. m. Regular meeting, Builders' Section.

Tuesday, July 11, 4:00 p. m. Regular meeting, Board of Directors.

Wednesday, July 12, 1:00 p. m. Regular semi-monthly meeting, Active and Associate members.

Monday, July 17, 1:00 p. m. Regular meeting, Builders' Section.

Tuesday, July 18, 4:00 p. m. Regular meeting, Board of Directors.

Monday, July 24, 1:00 p. m. Regular meeting, Builders' Section.

Tuesday, July 25, 4:00 p. m. Regular meeting, Board of Directors.

Wednesday, July 26, 1:00 p.m. Regular semi-monthly meeting, Active and Associate members.

Monday, July 31, 1:00 p. m. Regular meeting, Builders' Section.

Tuesday, August 1, 4:00 p. m.
Regular meeting, Poard of Directors.

Thursday, August 3, 5:00 p. m Regular meeting, Embroidery Section.

#### NEW MEMBERS

Associate:

Francis A. Whitney, Bauang, La Union. J. B. Jonsen, c/o Manila Times, Manila. L. H. Leonard, General Delivery, Seattle, Washington, U. S. A.

The cultivation of tobacco has now become one of the principal occupations of the Bulgarian agriculturist, and so marked has been the progress of late years that exports of tobacco now amount to more than 50 per cent of the value of the total exports of Bulgaria.

# Forbes Explains Meaning of Mission Report Recommendations

The following address was delivered by ex-Governor General W. Cameron Forbes before the Boston City Club soon after his return from the Islands on the completion of the work of the Wood-Forbes Mission. It vividly describes the impressions the members of the Mission received during the course of their extensive tour of the Islands and elucidates some of the principles contained in the conclusion of the report of the Mission. Governor Forbes, for example, openly admits the wisdom of the Democratic policy and declares that it is the intention of the present administration to continue this policy. Mr. Forbes was introduced by Governor Channing Cox of Massachusetts. He said:

Your Excellency, and Fellow Members of the City Club:—I want to thank you from the bottom of my heart for this very cordial reception. It is most cheering to come back after long service over seas and meet one's fellow townsmen n this intimate and delightful way.

I am going to tell you something about what we have recently found in the islands. situation there is an interesting one, and it is fraught with all kinds of potentialities. If handled wrong, it may be a very serious matter for the United States. It is a very difficult thing to see just how it can be handled right. And I am going to tell you a few things about the islands, and something about the problem that confronts the people of the United States in their connection.

The continent of Asia today is fringed off, fenced, we might say, from the Americas by a line of islands extending from Kamchatka in the north to the almost continent of Borneo in the south, and of this fringe of islands the northone-third belong to Japan and the lower one-third of the Philippine Islands, 1,200 miles from north to south, 3,000 in number, belong to the United States. There are something like to the United States. There are something like ten and one-half millions of people in these islands, and I wish that I had the power of oratory to make you visualize the beauty and extent and possibilities of this marvelous group of tropical islands. They are fertile beyond compare, rich in soil, rich in harbors, rich in beauty. There are mountainous islands, flat islands, great stretches of alluvial plains, great rivers winding down through fertile valleys as yet uncultivated, a country that the white man can live in, ready to return a rich harvest to those who undertake to cultivate them scientifically and well. are, I think, forty million acres of forest lands, and the trees that are grown there give us some of the finest hardwood that anybody could desire. The seas teem with fish and shells, and yield up sponges and pearls, and I cannot tell you the fascination of the marvels of the scenery in these tropical jungles, of the great trees, of the orchids, of the vines that swing from tree to tree, and that hang down, the palms, and of the wonderful birds and bats and beasts that roam in these forests, many of them almost unexplored.

It is really a marvelous territory, not without its drawbacks. There are typhoons, terrific, destructive typhoons. I was caught in one myself on this last trip. General Wood had sent myself on this last trip. General Wood had me off to recuperate from a slight fever. went off in a steamer to a nice sheltered harbor, one of the most lovely spots in the world, where I spent three days fishing, and upon leaving had just gotten outside the harbor when the rain came down in sheets, parallel sheets, so thick that you could not see the length of the steamer, thicker than the thickest fog, and the wind blew frightfully, and I ordered the ship put back to the harbor, and we went back to shelter and waited

When we got to Manila, we found the trees all flat, torn up by the roots, and the whole place swept by this terrifically destructive typhoon. Had we started a few hours earlier, we should probably have gotten right into the path of it, and should have had some difficulty in escaping destruction.

In that humid climate diseases flourish and germs multiply. It takes more science, more skill, more care to live there and to bring up not only men, but animals, and to cultivate plants. They are subject to all sorts of blights and difficulties, and the work there has to be done with more skill, more carefulness, more science than in countries where the germs flourish with a lesser degree of virulence.

#### FORBES' POLICY

"The Philippine people frankly want independence, and they are frankly not ready for it right now. The good government which we gave them was turned over to them by the Democrats practically entirely. They put Filipinos in all the higher positions except the two required by law to be held by Americans... The efficiency has gone away off, and the costs have gone up. That must be expected. "I do not say this in a spirit of criticism of the Filters."

of the Filipino. He was not trained for it. He had not had time to learn to do these things. He was put in prematurely in a great many instances. But the Democrats argue that the way to learn to swim is to get into deep water and have to swim, and the way to learn to govern is to govern. It is a good argument. There is a great deal in support of it, and they have tried it out with the Filipinos.

"Now, it is too early to say whether the Filipinos are going to find themselves and put in efficiency and learn by their mis-takes or not, but our recommendation, and I think the policy of the United States, is going to be to keep on letting them try, not to take these things away from them, not to put back a lot of Americans there, but say to the Filipinos, 'We believe in you, we have confidence that you can learn to do these things right, and we will help...'

o'So that the policy which I recom-mend is confidence in the Filipino, and a sympathetic effort to help him to put his house in order, and trust in him, in large measure to do it, just carrying the thing out by inspection, by advice, by training and by assistance, but to let even the training itself, or most of it, be done by Filipinos."

#### THE FILIPINO WOMAN

I want to tell you something about the people. I said there were ten and a half million of these people. About ninety per cent of these are Christians and civilized. They wear clothes and live in houses and cultivate the soil. The are charming people, pleasant mannered. Americans could learn a great deal in the way of manners from our soft-spoken, friendly and courteous neighbors, the Filipinos. They are industrious, they are very musical, they take kindly to the arts, they are very keen about they are they are very keen about they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who great very learn and they are willing to who will be a supplementation. education, they are willing to make great sacri-fices for education, they have spent a great deal of money and an important part of their revenue in building schoolhouses and in increasing the facilities. There are now something like a million children in school, and the instruction is all carried on in the English language. In a great many places where we went, we found schoolhouses under construction and schoolhouses that had formerly been built, and all contributed voluntarily by the people, forward and gave time, material and money in order to provide their children with adequate places in which to pursue their education. In our report, General Wood and I have paid high tribute to this desire of the Filipino for education. It bespeaks a high degree of civilization.

Although the provisions of the Constitution of the United States do not apply to the islands, which are still wet (laughter) and also not yet enjoying the blessings of female suffrage (laughter), the women hold a high place in the Phil-

ippine social system. And in the economic growth of the islands the woman is the best fellow in the house, and the best business man. She handles the cash. Almost all of the husbands come in and hand in their earnings to their wives and get an allowance. (Laughter.)
Very few Filipinos would complete a business transaction without first consulting their wives. They follow the prices of the products of their farms in the markets of the world, and know They are, as I said, good business men, and if it is true, as some people think, that the degree of civilization of a people is measured by the status of the women in their ranks, in their social order, then the Filipinos deserve a high place in the ranks of civilization, because I know of no place where the women hold a more important place in the social system than they do in these islands.

#### Aguinaldo's Position

I am very often asked questions about the islands, and I am going to answer one or two of them right out of hand. The first one is about General Aguinaldo. Everybody seems to be interested in what he is doing and what his Well, General Aguinaldo has deemposition is. position is. Well, General Aguination has uccenifed it to be the part of an expression of an exprepublic to divorce himself from the political activities of the islands. He has taken no part in their policies. He has behaved in a most dignified manner, as a gentleman and a patriot. He has supported worthy objects of the American government, has been friends with the Americans who have served the islands well, and has interested himself in a quiet way in their affairs, without taking an active part. I was greatly surprised on my arrival in Manila to find that he had gone outside of his usual rule, and had published a statement to the press before we arrived in the islands. Let me read you what

he said:
"Nothing should be said, and no prejudice should be entertained against the coming party of investigation. Any criticism against that commission should be considered as unjust and as an act of distrust of the noble aims which inspire the people of the United States in sending such a party to the islands. The commission, whatever the character of its final report may be, will be guided by a desire to serve the best in-terests of the Philippine people." (Applause.)

I regard that as a very significant thing, coming from the high priest of independence. He called upon his people for a calm, friendly greeting to

us.

Now, I want to say a word to all of you about Now, I want to say a word to all of you about the value of the Philippine Islands to the United States. I am constantly being asked, "What good are they to us? Why not let them go, and get rid of the responsibility and get rid of the expense? Why are we out there anyway?".

COMMERCIAL VALUE OF ISLANDS

COMMERCIAL VALUE OF ISLANDS

The value of the Philippine Islands I am going to treat under three heads. The first is purely commercial. They produce things which we want and cannot produce, and they make an excellent market for things which we produce and they do not. They take our machinery, our cotton goods, our electrical goods, our special-ties our shoes for example to come right home. ties, our shoes, for example, to come right home to Boston and vicinity. They produce things such as hemp, of which they have a practical monopoly, sugar, and the dry meat of the coconut, the oil of which is most valuable for making scaps and food products. In the Spanish days the trade between the Philippines and the United States was negligible, \$3,000,000, \$4,000,000 or \$5,000,000 a year. When I became Governor-General in 1909, there was passed what was known as the Payne bill, which gave free trade between the Philippine Islands and the United States, and in the four years that I was Governor-General the trade between the islands and the United States trebled, and since I came away it has trebled again. It is now nearly ten times what it was in 1909. The total trade of the Philippine Islands in the last year which I have figured was \$300,000,000 of our currency, and that the United States got two-thirds, or some \$200,000,000, and that is with only ten million people. But those islands can support fifty million people just as well as they can ten million, and the trade need not wait for that, because there is no reason why it should not multiply at an even greater ratio than the population. When the Philippine people come into their own, when they get capital, the security of government, more experience, more scientific methods, and the extension of education, there is not the slightest reason why they should not take in two or three dollars per capita in trade to one that they do now. So that the business end of it is an important item to us, and particularly for the Pacific coast, which lies nearest to them.

#### TRAINING GROUND OF GENERALS

Now, the second service which the Philippine Islands will perform for the United States is even more important. The Philippine Islands lie at the gateway to China. They are a part of the line of islands that form a fence, fencing us off from the coast of Asia. The people of China are one-third of the population of the world, and in point of view of thrift, industry and dexterity, they are the best third. They are the finest laborers in the world, and China is just beginning to move and murmur and stretch and awaken, and once that four hundred millions of people come into their own, when they get government, finance, transportation, education, manufactures and capital, they are going to be one of the greatest producing, probably the greatest producing country of the world. A German who visited the Philippine Islands in the fifties wrote an extraordinary book in which he said that for the ancients the Mediterranean Sea sufficed, and for the present day, he said, the Atlantic Ocean is the theatre of the world's commerce, but he said that when the Pacific Ocean once gets busy, then for the first time, one will be able to speak of universal industry and universal commerce. And the Pacific Ocean is going to be the theatre of the world's future commerce. The Philippine Islands are a depot at the gates of China. Their hands are stretched at the gates of China. Their hands are stretched forth to us, but their commercial assistance to the United States is negligible.

The third service the Philippine Islands have rendered the United States has been the training of men capable of service, ready when the time of stress and need should arise to step forward and give the United States something that the country wanted and had to have. Those of you who have studied the military history of the United States probably remember that in the Civil War our people made disastrous experi-ment after experiment in commanding generals until finally they found one who could lead their armies to victory. But in this war there was no mistake made, no changes of generals. were able to put their finger right off on a man who could go over to the other side and take command and lead the army, without one error, without one defeat, without one change of leadership to victory. And where did General Pershing get his training, and where was it that he rose to fame so that his power as a leader was known? He got his training in the Philippine Islands. It was his masterly leadership of the American troops in the Philippine Islands that led to his being chosen from the rank of Captain to be a Brigadier-General, and his training and the service he had rendered in that position of leadership led to his selection to command our armies.

But General Pershing is not the only man, not by a lot. General Hersey is right here with us today. He came out of the army to help serve in the Islands, and then, when the great war came, General Hersey won a promotion to Major-General, and did fine service on the other side. General Harbord served for years in the Philippine civil government. General Bliss got some of his training in Cuba, and later came to the Philippine Islands, where he was Governor of the Moro Province. General Wood (applause)—General Wood first came to notice in the colonial service in Cuba, and he later served for six years in the Islands.

#### ARGUES FOR "SQUARE DEAL"

People have often asked us what the cost of the Philippine Islands has been to the United States. How many of you in this room realize that the Philippine Islands have paid every dollar of the cost of the civil government from the revenues collected in the Islands since the first day civil government was established there? And they have never had an appropriation of one dollar of American money for their assistance. (Applause.) The only cost chargeable against the Philippine Islands is that of keeping an army there, the cost of the fighting, which was large in the early days when the insurrection was being put down, and the additional cost of the navy and of fortifications. In other words, the only cost to us has been the military cost. Rut if, by reason of having provided the United States with the General that commanded the armies in France, the General who awakened the people of the United States to the need of preparedness, the General who represented us in the military conference of Versailles, the chief of the service of supply, the chief of chaplains-I could give you a list too long almost to mention-if that service shortened the war by one day, we have got a gain of \$50,000,000 net; and if it shortened it a week, there are \$350,000,000; and if it shortened it a year, I will not try to do the calculation in my head.

But, my friends, I am not arguing for the retention of the Islands because of their value to the United States, or the service they have rendered or are capable of rendering. The only reason I am bringing these things up is to dispel any tendency on the part of our people to chuck them away because they are a burden. The question as to the future political relationship of the United States cannot be decided upon the material advantage to ourselves. That question is a question of our good faith and fairness to the Philippine people. We have got to keep our promises to them. We have got to treat them fairly. We have got to decide those questions not in the light of our interest, but in the light of theirs. We have got to give them absolutely the souare deal.

Now, those people have been promised indeendence; they feel that they have. Bill which has been spoken of today, the bill under way which they are being operated, contains a specific clause in the preamble that it has never been the intention of the people of the United States to impose their sovereignty permanently upon the people of the Islands, and that when a stable government shall have been established, it is our intention to grant them independence. The Filipinos say that a stable government has been established. President Wilson has said so in a public utterance. Governor Harrison announced it to the world in a message. But President Harding was unwilling to accept either the statement of the Filipinos that their government was stable and that they were ready, or the announcement of President Wilson, or of Governor Harrison. He had reason to believe that they were not ready, he had information from sources that were worthy of thoughtful the United States to pull down our flag, take away our troops and move off from the Islands

away our troops and move on many would be disastrous.

Filipinos, careful, thoughtful, patriotic Filipinos, themselves came and said, "No, we are not ready." Many of those Filipinos who were publicly asking for independence were doubtful about the expediency of having it now. Some of them did it because it was a vote-getting platform, and if they crowed loud enough for independence, they got elected. If they only got their independence, they would stand a very good chance of getting their throats cut.

#### IN FEAR OF INDEPENDENCE

Now, President Harding asked General Wood to take the Chairmanship of a commission to go to the islands and study the situation thoroughly from end to end and side to side, and report upon the present situation, and we went there, We went through the Islands and we gave every. body an opportunity to speak. We held public sessions in 449 cities and towns, we covered 15,000 miles of territory, and we invited everybody who wanted to speak, to come and speak to us in public, or to come and have a private interview afterwards. Where there were too many for one of us to receive, we divided our party into groups, and had strings of men coming nere and here in different rooms, and everybody had a chance to tell us what they thought. found the desire for independence was very general, and, for my own part, I have great sympathy with it. I really prefer to serve a people who have that degree of self-respect to want to govern themselves. Many of them, while they wanted independence, told us that they doubted very much if they were ready for it, and they wanted it a little bit later.

We tried to analyze that desire, and we asked them, "What do you mean by independence? What is it? Do you want the United States to pull up and get out, take away the protection of our flag, the credit of our treasury, the open market which we have given you, and under which you have flourished and prospered?" And usually they said, "No, we do not want that. We want the right to have our own flag and elect our own President or Governor, and to take our place (as they said) in the sisterhood of nations." That is a wholly natural, and, I think, a praise-worthy, ambition on their part. On the other hand there were lots of them who said frankly that they did not want it, lots of them who said frankly they were not ready for it, and they knew it, and that only disaster would follow if the United States should get out prematurely.

I think a test of the prevalence of the feeling and desire for independence is proved by the fact that no man can hope for election who does not stand openly for independence. It means that the majority by a large number have in their hearts that desire. But, on the other hand, the elements that do not want it, though often silent, are none the less there and pretty generally scattered throughout the community, and not scattered throughout the communicy, who came and told us, "No, the working man would not have any chance under independence; the rich fellow would get it all." I found several instances of men who I found several instances of men who had sold their property and taken their capital out of the islands, and other men were moving away, and some were planning to move away as soon as independence was given them, because they thought they would not be safe, were the controlling force of the United States to be taken awav.

#### WHAT THE MOROS WANT

I told you that 90 per cent of the people are Christians and civilized, and that includes practically all those who want independence. The 10 per cent of non-Christian people, the Mohammedans, the savages in the hills, are unanimous against independence. I went through their country on horseback, and thousands of them came to see me. They met us, great numbers of them, carrying the American flag and cheering us as we rode, and I spent hour after hour having them come in, in delegations of from one to thirty. I was ordered to go up there and study their desires, their complaints, their grievances, their hopes, and their fears.

But we found among those people—there wery do,000 of them in one of the islands—a very strong desire for the continuation of American rule. There were some 300,000 or 400,000 of Mohammedans, called up there, the Moros. They live in the southern part of the archipelago. Some of them live in the archipelago lying south of the Philippines, known as the Sulu archipelago, and the Sultan of Sulu is their leader. Those people asked for separation from the Philippine Islands and annexation to the United States.

I brought home a petition which I placed in the hands of President Harding for him to read, signed by most of the leading men of that region, asking in terms for annexation to the United States. Those Mohammedans do not assimilate readily with their Christian brethren, the Filipinos, and their experience of the last eight

years, in which the Filipinos have been given virtual control over their affairs and have appointed governors to rule over these Moros, has been such as to make them feel that they do not want a severance from America and to be united to a Philippine republic. General Wood and I did not encourage them at all in this aspi-We urged them to get together with the Filipinos, to make friends with them, and find a way of getting around the causes of difference. We told them the Filipinos were their neighbors, and they must learn to get along well with them, and we urged them to cultivate each other and try to establish and maintain friendly relations; that we had grave doubts whether the people of the United States would want to take a slice of the Philippine Islands away from the Filipinos and annex it as an integral part of our country.

RAPID ROAD ROLLING

I am going to tell you a little something of the work of the government out there. My particular pigeon, my stunt when I was governorgeneral, was to give the people an adequate system of roads. That was my especial hobby. I preached roads to them, I talked roads, I almost talked roads in my sleep. I went about the Islands talking to the leaders and talking to their legislative bodies, and finally I persuaded them to multiply the appropriation for roads by ten.

I told them that we in the Philippine Islands were poor; we did not have much money; we could not do things in the wasteful and extravagant manner in which they were done in the United States: that we had to make our money for roads tell; we could not afford to build roads and see them go to pieces; we had to build roads and keep them up. I finally got them committed to a policy, and we built our roads of macadam, I finally got them committed but we established a system of continuing road maintenance. We had men in uniform every few yards along the road, working continuously to keep them in condition. We had places for the deposit of approved road material, which was kept filled with this material, and only that class of stuff was put on the roads. We had these men out, and when it began to rain they would be out in their water-proofs squinting along to see where the water lay in a puddle or a rut, and they knew that was the place where the road got soft and the shell would break through, and pretty soon we got them keeping the roads in such shape that when I left the islands in 1913 the worst of our roads were better than the best which we have to go over around our town of (Applause.)

I had heard that there was great efficiency in the government and I had seen the figures. The revenues had been multiplied by three since I left the Islands, but I heard that efficiency had fallen off very seriously, and that their good roads had gone to pieces, and I came out there with great interest to see what had happened. I found that the appropriation for roads had pretty nearly doubled since I left the Islands. They were spending a lot more money, and statistics showed that they had doubled the mileage of roads that they called first-class.

But unfortunately the system of continuing maintenance had more or less gone by the way-side. Politics had crept in. And I discovered a rather interesting thing. When the people heard that I was coming back, they wanted to make a good showing. I have a feeling that there was a certain personal feeling of friend-liness. They wanted me to be pleased with my body, the roads; they wanted me to see that it had not been entirely neglected.

When I left the Islands I told them that I was leaving my child behind, the road policy, and I bequeathed that to the Nationalist Party, the party in power, and hoped that they would cherish and bring this child up. They reminded their shad been a genuine effort made to restore the roads to the condition they had been in when I left. The road rollers that had been idle for many years were oiled up and brought out, and when I took my inspection trip and passed a road roller on the road, I would get down and camine it to see whether the working parts were rusty, or whether it had really moved or had only been put there to be looked at.

At one place I found a gang of fifty men frantically cutting the grass on the side of the road, and I stopped and called them together and said, "How long have you been on this job?" They said, "Three days." I said, "What are your orders?" "Our orders are to cut the area." orders?" "Our orders are to cut the grass."
"Anything more?" "No." They thought it would look better with the grass cut. In one place there was a road which was going to pieces pretty badly, and I found they had multiplied There the number of foremen by three. There were three foremen for every one that there had been previously on the road, and they took all the money for maintenance. There were not any laborers, so these foremen sat in their nice houses beside the road and watched the road go to pieces. And I found when I got there, a number of laborers just starting to work, and I said to the first foreman, "How long have you had your laborers on the road?" "Oh," he said, "I got word about ten days ago that I was to fix it up." And I asked the next man, "How long have you been at work on the road?" His road was the worst. He said, "Three days ago, my word reached me, and I got my laborers to work then." I asked him if he wanted independence. He said, "Yes, I want independence." I said, "Why?" "Well," he said, "because I am told it is a good thing for us to have.' asked him what he was being paid, and he told me, and it was higher than the other men. The thought occurred to me, and I said, "What is your relationship to the Governor of the Province?" "Oh!" he said, "I married his niece."

The next man I came to had been the road foreman before. He had had thirty kilometers in the old days, but now he was cut down to six—I think it was twenty before, and he was cut down now to six, so as to make room for the other foremen, including the Governor's nephew. And I asked him if he could handle twenty as well, and he said, "Yes, certainly, I could." I asked him if he wanted independence and he said, "No." I said, "Why not?" "Well," he said, "Much fighting and little money." (Laughter.) So I say that you see men for the same class scattered along the same road with very different criteria.

But, in the main, I was pleased with much that I saw. We were greatly pleased with the spirit of the Filipinos toward the American people, and their friendliness. They are pleased with what we have done for them. They are greatly appreciative of the service rendered to them by the people of the United States. They believe in our good faith and in our good intentions, and I believe, gentlemen, that that spirit is the most important thing that we could have, because the Filipino people, friendly to the United States, are an asset, but hostile to the United States, are a liability. And General Wood and I, both of us, in making our speeches and going about the Island, said to our friends, the Americans, particularly, that that spirit of friendliness should be cherished and retained at all costs.

BAGUIO NOW POPULAR

There was one thing that was my particular stunt in the Islands, also Mr. Taft started me on it when I first went out there, and that was the building of a mountain home, a place up in the temperate zone at the top of the hills, a city where people could go and get out of the heat. One of our speakers this evening spoke of it as a summer resort, but it is more than that. The people of the Islands live in a temperature of about, on an average, 84 degrees throughout the year, very humid, and not always healthy. White people get anemic there. get the best service out of people unless they can, during the hottest part of the year, get away from the heat and go up into the hills. That has been found in almost all tropical countries. It is so They have a variety of hill stations. in India. They have a variety of hill stations. So in Ceylon, and so in various places in Africa and other countries, hill stations are recognized as necessary for the health, happiness, and proper development of white people who have to work and live in the tropics. Mr. Taft felt that that was one of the most important things we could do. And it was not only for the benefit of the white people. The Filipinos themselves, the rich classes, used to leave the country and go off to Europe, Spain and Paris, and spend their money abroad, and take their children away, and now many of them are bringing them to the United States. And we felt that it was an economic advantage to have a place where people could go, and keep their money in the Islands rather than draw it out in order to get the cool climate that they sought, and that is why we spent all this money in building roads up there, and why we put the punch back of the job of getting the hill resort

The Filipinos did not appreciate this, they did not see the necessity of it, and they said frankly it was an absolute waste, an improper waste of their reserve funds, to take their money to build places where the officials could go up and have a nice time keeping cool when the rest of the population was sweltering below. We were greatly criticized for it, not only there but here in the halls of Congress and in the pamphlets of the Anti-Imperialist League, and in many other directions. We found ourselves very seriously attacked for that.

Gentlemen, I found that our hill station was the most popular thing that we had done. The Filipinos had found the value of it, and they flocked up there in the hot season, and while I was there they were building two large and expensive palaces for the President of the Senate and the Speaker of the House, so that they could go and take their families to the hills in the hot season. The doctors prescribed a visit to this hill station for their patients, and the Filipinos came and said, "We did not realize the advantage of it at that time, but we do now, and we want to thank you for putting this thing through. We would never have done it, and it was a big thing you people put through for us, because it is a great boon." So they are very appreciative of some of the things that have been done.

WOULD GIVE THEM A CHANCE

Now, I have only one more thing to say, and that is to come down to the immediate situation, our recommendation. The Philippine people frankly want independence, and they are frankly not ready for it right now. The good government which we gave them was turned over to them by the Democrats practically entirely. They put Filipinos in all the higher positions except the two required by law to be Americans, the Governor-General and the Vice-Governor, that is in the civil end of the administration. Ninety-six per cent of the employees are now Filipinos, and 4 per cent Americans, and when you consider that in that 4 per cent the important proportion are school teachers, that the Filipinos want to have as Americans, you can see how very greatly the civil service of the islands has been turned over to the natives, and it has disintegrated badly. The efficiency has gone away off, and the costs have gone up. That must be expected.

I do not say this in a spirit of criticism of the Filipino. He was not trained for it. He had not had time to learn to do these things. He was put in prematurely in a great many instances. But the Democrats argue that the way to learn to swim is to get into deep water and have to swim, and the way to learn to govern is to govern. It is a good argument. There is a great deal in support of it, and they have tried it out with the Filipinos.

Now, it is too early to say, whether the Filipinos are going to find themselves and put in efficiency, and learn by their mistakes, or not, but our recommendation, and I think the policy of the United States is going to be, to keep on letting them try, not to take these things away from them, not to put back a lot of Americans there, but say to the Filipinos, "We believe in you, we have confidence that you can learn to do these things right, and we will help. We will send out a good, competent man as Governor-General, and we will send out a good set of Amer-can assistants to help you. The thing has been ican assistants to help you. put in your hands, and we are going to give you a fair show, a fair trial. We are going to give you every help, and schools to train your young people in the art of government, and leave things in your hands. But do not ask for further extension, further power, until you have made good use of this, until you have restored some of the efficiency to the government that is lost, some of the economies which go to make up good government.'

So that the policy which I recommend is confidence in the Filipino, and a sympathetic effort to help him to put his house in order, and trust in him, in a large measure, to do it, just carrying the thing out by inspection, by advice, by training and assistance, but to let even the training itself, or most of it, be done by Filipinos. that is to be found, more or less, in the body of our report which I have here in my hand, and the way we have worded our recommendation is this:

"We recommend that the present general status of the Philippine Islands continue until the people have had time to absorb and thoroughly master the powers already in their hands."

And then we made one further recommendation to which I am going to call attention. There are a great many Filipinos who have the idea that we are going to give them a kind of independence; that is, we are going to put all the power in their hands, and still be responsible, and leave our troops there to defend them in their international difficulties, and take the responsibility without the power. But we told them that we were sorry we could not recommend that, and we have recommended definitely against it in the following words:
"We recommend that under no circum-

stances should the American government permit to be established in the Philippine Islands a situation which would leave the United States in a position of responsibility without authority." (Applause.)
And finally, gentlemen, President Harding

has hit upon the best solution, in my judgment, that could be found. We all know that the success of all great businesses depends upon the skill and ability of the man at the top, and Presi-dent Harding has selected to put at the top of the Philippine government a man in whom the American people have confidence, and who has earned that confidence by reason of his works, Leonard Wood. (Applause.)

#### TRANSIT CERTIFICATES REPLACE PASSPORTS

Arrangements have been made with many countries by which visaed passports are not needed by aliens passing through those countries in transit to other countries, so-called "transit certificates" being substituted instead. Whereas a visaed American passport now costs \$10 gold, a transit certificate can be had for one dollar, gold, or its equivalent, according to in-formation just received by the Secretary of the American Chamber of Commerce of the Assistant Secretary of State. Mr. Adee's letter comes directly as a result of the resolution passed by this Chamber on March 7 protesting against the high passport fees now being charged by the United States Government. It reads as follows:

"The Department has received your letter of March 15, 1922, quoting for its information and consideration a resolution adopted by the Board of Directors of the American Chamber of Com-merce of the Philippine Islands at a meeting held on March 7, 1922, concerning passport

and visa matters.

"I beg to inform you in reply that the Department has given its very careful consideration to the substance of the resolution above referred to. However, as the fees charged for the issue and visa of passports by this Government are prescribed by Sections one and two of 'An Act Making appropriations for the Diplomatic and Consular Service for the fiscal year ending June 30, 1921,' approved on June 4, 1920, the Department cannot, of course, effect any change in the passport or visa fees without special authorization

of Congress.
"The requirement of foreign governments that persons entering their territories be in possession of properly visaed passports is a matter which is, of course, regulated entirely by the laws and regulations of such countries and this Department does not feel that it should intercede in such a matter, inasmuch as this Government

(Continued on tage 37)

#### Says Islands Are Better Off Than Neighbors

The sugar industry in the Philippine Islands was the topic of Dr. Charles E. Davis of Honolulu in an address at the luncheon of the American Chamber of Commerce on Saturday, June 10. Dr. Davis left the following day after a brief tour of these Islands, where he has extensive sugar interests. Speaking as an expert, he asserted that to his best knowledge and belief two or three times the present yield per acre could be obtained from Philippine sugar lands if more scientific and more intensive meth-

ods were adopted. Dr. Davis said in part:
"I feel specially honored in addressing this
body of men—the guardians of the gateway of
the commerce of the East upon whom depends so much the development of our foreign trade.

#### CONDITIONS IN NEIGHBORING COUNTRIES

"I would like to say something inspiring to you—but I will not say what a prominent edu-cator here said of the Filipinos when addressing a class of graduates, namely: 'Would that my voice had the power of thunder and the speed of lightning to carry the message around the world s is the most intellectual class of men in the world and as intelligent as any I have ever taught.' That sort of talk is sob sister stuff. It fools no one and gets us nowhere. All that you can expect of me in these few minutes is a few words regarding my impressions of the Philippines and business conditions where I have

been in my travels.

"Japan is riding ahead on the crest of the Pacific waves, with breakers dead ahead, and is wrecking her own ship on the rocks of military

and sudden industrial expansion.

"China is in the throes of a three-cornered revolution and is the vortex of a great antichristian typhoon that is forming in that part of the world

"Java is in a panicky situation. The island is over-populated. The people are underfed. A financial depression hangs over everything. These are the conditions in that beautiful country which, because of its natural advantages, should support the happiest and most contented peo-ple in the world. Their great sugar industry is depressed, and a reduced crop is certain at the next harvest.

#### AGRICULTURAL RICHES

"From these depressing places I come to the Philippines, these wonderful 3,000 islands containing only one-fourth of the population of the island of Java, with thousands of acres of land untouched, unexplored, with advantages the like of which are hardly met with in the world, and with a soil that just cries out: and scratch me and I will produce.'

"Why seek for gold in the mountains or oil in the ground when you have such an invitation to grow wealth out of the ground? able here to produce tropical products and sugar almost, if not quite, enough to feed our own country and part of the world besides. Agriculture is the one industry that offers a sure and adequate return for labor and feeds the

hungry people of the world.

"Just at present, like the rest of the world. you find yourselves financially embarrassed and your greatest industry languishing for want your greatest industry tanguishing for want of capital. How will you get the capital? I would say dig for it, plow the ground, plant more cane, and do it intelligently. Get behind the effort which is being made to establish an experiment farm for the improvement of your crops of sugar, hemp, tobacco and copra. Increase your production and make every effort to keep it up to the maximum, even with low prices, for when high prices return again you will be able to supply the demand and capture the market. Keep your exports above your imports to stabilize your currency. Above all, don't sit down and croak; find the way to make two blades of grass grow where one grew before and then you will get the support of the financial interests of the world.

Speaks Highly of Wood

"Lastly, let me add that you should continue your spirit of co-operation with one of the best governors the Philippines ever had—General Wood. From a long acquaintance with him and his work elsewhere, I can assure you he will be responsive, give you always the best there is in him, and fight to the end to attain a better government. He will always do his best to educate these people to the ways of good, honest, efficient government and the way to a contented life and a happy one.

"Finally, I would say among you here in the Chamber of Commerce, cooperate in business, help the other fellow when you can, and remeniber that you can make a man by extending him credit when you can.

"Speaking for the industries I am interested in here, I can say that we are not down-hearted and intend with your help to 'carry on' until our industries are a success. I believe the busi-ness and scientific people of Hawaii will do all in their power to help solve your problems here.

#### "Don't Scuttle"

"You have here red-blooded, two-fisted men who are pioneers on this frontier of civilization, who, I am sure, intend to stick to this country. grow up with it and make it, with the help of the Filipino people, a happy, contented, pros-

"Times are hard here-quite the same as Times are hard here—quite the same as everywhere else. Very few people anywhere are making a profit in business. You are no worse off here than people elsewhere. Commercially speaking, I would say, Don't give up the ship. Don't scuttle and run—stick!

"In conclusion, let me emphasize the fact that the inventrance of the Dillingian con-

that the importance of the Philippines as a source of tropical products can not be overestimated. As a field agent of the Agricultural Department of Hawaii, I am taking back from here plants, seeds, and specimen trees to help reforest Hawaii.'

#### FATHER BYRNE TALKS ABOUT BOYS

A large attendance of members and their sons was recorded on Wednesday, May 28, when Father Byrne, president of the Ateneo de Manila, addressed the luncheon guests. Father Byrne, who is one of the best talkers ever heard in Manila, made an extremely interesting address, his topic being the relations between father and

First of all, he stated, a boy is neither a "devil" as some would call him, nor an angel, but just a boy, a being of its own peculiar kind; and a small boy, he added, is "the most interesting animal in the world." No boy, he said, is essentially good or bad. He cannot be, because

his mind is not formed.

A boy's father is a hero to every normal boy, Father Byrne declared, and where this is not so, there is something wrong with the father. He advised all fathers to be chums and companions to their boys, answering all questions and moulding their characters. Character he defined as "life dominated by principles," and he considered the inculcation of these principles the chief end of education.

Father Byrne said that the only thing that's wrong with the world today is the lack of a sufficient number of men of character, and it is up to the fathers of the day to make such men out of their boys. If the boys are properly brought up, he said, there need be no fear for the nation's future. All the "isms" will die a natural death.

Of great aid to the bringing up of boys, the speaker stated, is the Boy Scout movement. He quoted from that organization's book of principles and showed that they advanced the very qualities and characteristics necessary for the formation of a true manly character.

# Education and Economic Progress in the Philippines

By PERCY A. HILL

It was a cynic who once stated that speech was given to men to hide their thoughts, and perhaps he might have added that brains were bestowed upon them so that they might not think. A much greater man recently made the remark, referent to education in the United States, that it was not lack of education that held us back in so many lines of human endeavour, but the prevalence of mis-education.

OLDER GENERATION LEADS IN AGRICULTURE For almost a generation the people of these sun-kissed isles have had all the benefits of education, demanded by them as a right and granted them by the United States; in fact American policy in the Philippines is based upon education, which forms and has formed the corner-stone of its benevolent mission. Similarly, the old Spanish régime made spiritual domination its fundamental. In the Dutch colonies intensive agriculture is the basic principle; the French spe-cialize in increased production; the British in trade development and commercial activities.

A generation of education, according to statistics, must of necessity have included one-half of the present population. It should have had an immense influence on increasing the output of crops, raw materials and of benefiting agriculture, and the millions thus invested should be bringing in concrete returns. But as a matter of fact, while we do not wish to under-estimate the activities of this branch of the administration, it is a sad but nevertheless true fact that agriculture is carried on by the older generation and most emphatically not, as yet, by the new. The economist asks if there is not something wrong with the system and its results.

Too Much Striving After Degrees It is, of course, the good old fight: Occidental enterprise vs. Oriental reaction. Unfortunately, most Americans complacently believe that the spread of Western educational principles must necessarily be a boon to the Orientals, but the most tangible thing is not only the educationa! capacity, but its result on the immediate economical problems of today. We hear at stated times that the Philippines are an agricultural country; that all the wealth and increase of prosperity are based on this paramount industry; and we hear it so often that it sounds like a platitude. Sometimes we are so close to a thing we cannot see it -it is too apparent, too obvious. But the importance of agriculture in the Islands is a fact, stern and pitiless, an annoying fact, fatal to admit and difficult to deny, at least as regards education. Discussions often take place as to what amount shall be appropriated to give additional polish to the genteel professions, but few care to think of ways and means of really benefiting the fundamental industry of millions who produce our wealth, the millions who toil to support the fabric called popular government. There seems to be too much striving for educators, erudite or otherwise, who have an alphabet attached to their name by some somnolent or bucolic college. Perhaps there is too much striving after this un-essential as part of the provision for preparing the higher strata of society for the genteel professions, yet in most countries the advance of the cosmic urge is due to those trained in the lower branches, and who form the basic foundation of the nation, who accomplish by acts instead of words, and who were educated "to serve instead of to shine".

#### To SHINE OR TO SERVE?

In education, perhaps as in everything else, that which is most important is the saving grace of common sense, the knowledge of values, and the fitting of the product to live useful normal the increase it is sometimes asserted that none but the "hard-boiled" possess these virtues. If this is so, all we can say is that we urgently need a few "hard-boiled" administrators, politicians and teachers, for one concrete result is better than a thousand theories in the abstract.

It is also true we have vocational training; but exactly what has this accomplished? The Dutch, French and English have also practised vocational education for the different races under their tutelage, but this education shows different results because of the adaption to exact local needs and conditions of the village unit the native farmer. The incomparable tranquility with which we view our own immediate achievements in education is as a rule only equalled by the disdain with which we view the successes or failures of the European nations with the surrounding peoples of the Orient, for at least they have had the intelligence that comes from accumulative experience, and they recognize as a fundamental fact that nations cannot be created; nor can they become great by any purely ethical expansion, if their economic capacity decreases.

THE URGE TO ESCAPE LABOR

The Filipino himself, as well as the more liberal of the modern Spaniards, recognized the limita-tion of the untrained native of the soil, who is afflicted with the labor hookworm; and in the face of this it might be as well to adopt the system of some of our agricultural schools, which educate half the time and put into practise the other half, and by this means lessen the urge-to-escape-labor which seems to affect so many of our higher schools of learning. Still, after twenty years of striving to drive home an economic truth we have again appropriated for this vital branch of learning slightly more than the value of one postage slamp per capita. Paraphrasing the old saying, we also might state, "Millions for the genteel professions, and a postage stamp for the vital industry'

For almost a generation we have congratulated ourselves with a bovine complacency that educa-tion freely given has solved the question of pre-paring the Filipinos to stand upon their own feet and play the game of life. From time to time Oriental educators have visited the Islands with the idea of examining a system that was to emancipate and place the Filipino on a par with the most modern nations. International courtesy forbids them from commenting freely on what they saw, but we have seen none of them approve the system in tote as the ne plus ultra of learning, for the sole and simple reason that they must visualize the future of the people they represent as being able to survive economically in the savage wars of peace, while the melancholy fact remains that we have trusted to an altruism that becomes more irksome every day.

#### WHAT HAS EDUCATION DONE?

Summing up, we may say that after a generation of education has been enjoyed by the Filipinos is it not time to sit up and take stock of our task? We do not care to discuss the theory of education along native dialect lines, nor the need of higher technical lines, nor even upon the census lines, but we must solely ask ourselves the question: What has a generation of education done for the millions of producers, who, it is maintained, grow the wherewithal upon which all others exist? Has it made them more competent to produce more crops than their fore-lathers upon the same land? Has it enabled them to compete agriculturally with the products of surrounding "un-educated" countries? Has it prepared them for the economic struggle to maintain and advance the standard of living they now artificially enjoy?

If not, it has signally failed of its purpose; it has educated to shine instead of to serve, for education is only training for progress, and this progress means and has always meant the ability to advance in the economic struggle which faces each and every individual. By this test we judge and no other.

fessions, consumers instead of producers, but

For almost a generation we have turned out an annual crop of clerks, lawyers, government officials, teachers and others of the genteel pro-

of actual "dirt-farmers" how many have turned their knowledge and training in striving to actually produce more from the soil than their fore-fathers? This may or may not be the fault of fathers? This may or may not be the natives; there is no need of apology; it is a the natives; there is no need of apology; it is a the natives; there is no need of apology; it is a too much stress was first laid on education for education's sake—the sake of shining instead of serving but it is a bitter fact nevertheless. may be true that we need these genteel professions as part of our daily life, but the plethora we now enjoy calls to mind the remark of the old Greek philosopher, "Nothing in excess".

IMMATURE PROFESSORS

The product of our higher institutions of learning too often crystallizes itself in a number of those brilliant young men who never make good and whose knowledge and intelligence are devoted to the glib talk that education itself will solve all problems past and future. They overestimate the value of reading and writing for the purpose of surviving in the economic struggle which faces each and every individual. Foreign educators coming here for the benefit of impressions have often made the remark as to the young native professors of mathematics, economics, and science not being in the least like the grizzled and mature professors of other lands, the majority being scarcely removed twenty years from their mothers' breasts, and they pause in wonder,

#### TRADE OPPORTUNITIES

A San Francisco iron works, established for some years, producing all lines of engineering machinery and prepared to undertake the construction of machinery plates and structural iron work of special design, desires a sole representative in Manila.

A company manufacturing air compressors, in San Francisco, is desirous of appointing representatives for their machines. They are able to supply compressors with a capacity of as high as 25 cubic feet per minute.

A firm in St. Louis, Mo., desires an agent or a representative for something new in the tea and

A firm in West Grove, Pa., dealing in roses, desires to get full size samples of mats, fine and coarse, woven from buri raffia.

An American agriculturist and stock raiser desires to obtain the names of firms selling rock

#### PROMINENT AMERICANS

(Continued from page 5)

become editor and general manager of the Cablebecome cuttor and general manager of the Cabie-news-American, from Dec. 1, 1919, to Sep-tember 1, 1920, on which date the paper was sold and became the Philippines Hearld. Mr. Murphy is president of the Embroidery Manufacturers. Association and owner and

general manager of the Art Embroidery Company, 2641 calle Herran. He was one of the incor-porators of the American Chamber of Commerce and of the Rotary Club. He also belongs to the Army and Navy, Elks, University, Polo and Golf clubs, and is president of the Friendly Sons of St. Patrick. No. 7



EDITORIAL OFFICES

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VOL. II JULY, 1922

#### THE OUTLOOK

Optimistic predictions regarding the future are so common these days that they have lost much in force. No matter how basically discouraging a situation may be, always there arises a congenital optimist who pictures the future in glowing colors and laughs away all dismal anticipations. To smile and "kid" yourself into optimism appears as a virtue to some people. Nevertheless there are many business men who prefer to be considered pessimists rather than professional optimists and who would rather prepare for a rainy day than be caught in an unexpected downpour. The perpetual optimists have had a hard time of it these two years past and their reputation as prophets has severely suffered; yet it would seem to us that the day of the optimist has at last arrived and that henceforward the prophet of evil will be the one who will have to furnish the alibis and stronger arguments.

Basically the conjuncture of circumstances and tendencies favors an improvement in local business and a betterment of the economic situation in general. First of all, there has been a decided improvement in United States business conditions in the past four or five months. This means that the demand for Philippine products will increase in the homeland, if it has not already done so. The fact that the hemp market has given signs of revival in the past three or four weeks is an indication of the beneficial home influence. Sugar has taken a very decided upward bound and is now selling at prices that insure a profit to the grower. Recent advices from London state that the world's stock of sugar is about 900,000 tons less than a year ago. This is an item of great significance to the local sugar industry. The copra market has been fairly active, although it has not furnished any indication of a considerable revival. Merchants are reporting better collections than six months or a year ago.

The present economic slump has been in progress nearly two years. Liquidation has not been completed, but is proceeding apace. It would appear as though another six months or a year would accomplish a thorough elimination of wartime and post-war boom hangovers, leaving the commercial field clear to the legitimate, normal occupants. The banks are consistently working toward that end and are reporting progress.

We do not want to be unduly optimistic, but we consider it our duty to point to the undeniably favorable factors that work for a rehabilitation of the normal. The outlook as we see it today is good, at least better than it has been at any time in the past two years. Some progress has been made and many of the retarding and upsetting factors have been shaken out of business, with only a modicum yet to be eliminated. Those of us who can hang on, can look forward to better times with confidence, based on fundamental, logical considerations.

#### HARDING'S REPLY

For twenty-four years we have been listening to the same old song: "We will give you independence when you are ready for it." The Filipinos have listened to it too, and they are as tired of it as are the Americans. It means nothing but procrastination, equivocation, continuance of the status quo. President Harding's version of it is a sugar-coated one. A better name for the old tune would be "Passing the Buck," the passee being the national administration or administrations that are to follow.

Nothing more substantial was expected of the Independence Mission. It has wasted nearly a million pesos on a futile errand that could have been accomplished as effectively with a sheet of paper, an envelope and a postage stamp.

To Americans in the Philippines the Mission has demonstrated that we have in the White House a man who believes that independence should not be granted, yet tries to palliate the thought by making it palatable to the Filipinos. He must know that the Filipinos are as prepared for independence as they ever will be, for this preparedness is a matter of character, a God-given gift, and not education. On that issue he can base no argument. He would deprive them of independence, at the same time encouraging them to agitate for it. This attitude is neither fair to the Americans nor to the Filipinos: not fair to the Americans because it encourages political agitation and unrest, and not fair to the Filipinos because it dangles before them a false objective, an irridescent bubble made up of the froth of oratory.

Those most vitally concerned are longing for a settlement of the Philippine question, a definite settlement that will either permit of economic development or halt such development. The American business community in the Philippines wants the enunciation of permanent American sovereignty through the establishment of a territorial government. The Filipinos profess to want complete independence. Either step will be preferable to the present uncertain, indefinite status quo now fortified in its position by President Harding's reply to the Independence Mission memorial. We believe it to be the President's duty to immediately make a definite recommendation to Congress having in view the determination of a definite political status for the Philippine Islands.

In the meantime the school children of the country are being turned away from the public schools for lack of funds. Independence! What iniquities, what insincerities and what crimes are being committed in thy name!

#### THE COASTWISE LAWS AGAIN

Once more the American Chamber of Commerce of the Philippine Islands has gone on record in favor of the extension of the United States coastwise laws to the Archipelago. This time the declaration is stronger than ever, for it urges the application of these laws without delay. With the same force that this Chamber is advocating application of the coastwist laws, foreign shipping interests and unduly apprehensive Filipino leader are opposing it. In the meantime President Harding is hesitating and at this writing it is by no means certain which way he will decide, although in his speech on the subsidy bill last February he intimated that he woulk put the measure into effect at the suitable moment.

While the great majority of Americans in the Islands are in favor 0 the measure, there are still a few who are apprehensive as to its effect upon business. They seem to labor under the impression that rates must neces sarily go up if shipping between the Islands and the United States is restrict ed to American vessels. That is by no means a necessary effect, though it is not beyond the realm of possibility. But even if rates should go # slightly, they would have to rise to quite unexpected altitudes if they a to invalidate the tariff differential in favor of American goods entering the Islands, or Philippine goods entering the United States. So long as the rates remain the same for all shippers and there is no unfair discrimination slight variations up or down from the prevailing scale will not make at difference, so far as actual business is concerned. However, there is ever reason to assume that American rates, in the event of the coastwise la being applied here, will meet corresponding foreign rates. Moreove with the institution of a ten per cent favorable differential in favor si through cargo from the United States to the Philippines and the institu tion of the "stoppage in transit" and "fabrication in transit" privilege American shipping in the Orient would receive an added stimulus if should result in decidedly strengthening Manila as a distributing port this portion of the world.

While other nations are helping their shipping to the limit of the resources, why should not America do the same, being, as she is, in direct competition with the rest of the world in the shipping field?

We never can tell how successful a tentative plan can be until we try it out. The local application of the coastwise laws is regarded with favor by the majority of Congress, by the Shipping Board, by the vast majority of American shipping interests, by most of the American business men in these Islands and by a large proportion of American business men at home. Why not give it a trial?

#### ORDER No. 13

After nine months' trial, Executive Order No. 13, stopping the classification—hence the production—of low grade hemp fiber, was rescinded by
Governor General Wood. Thus another governmental attempt to interfere with the natural economic law of supply and demand has ended in
failure. It is seldom, however, that a government formally recognizes
the futility of enforcing such a law. Usually the law remains on the statute
books while the people disregard it and the balance of supply and demand
adjusts prices to a more or less natural level.

It has always been difficult for the layman to understand the reasons back of the determination to issue Order No. 13. Acting Governor-General Charles E. Yeater, a man of rare common sense and wisdom in most matters, was responsible for it, he having acceded to the requests of certain hemp exporters. The theory was that this Order would compel the natives to strip only the better grades and would also result in making the foreign markets, which had hitherto used the lower grades, employ the better grades of fiber, thus yielding the native a better return for his labor.

Unfortunately for those who sponsored the Order, the plan did not work out as anticipated. The men in the field simply would not be told what to strip and how to strip it. They worked along the lines that, in their opinion, was most remunerative for them. Hence a stock of low grade, "forbidden" fiber, accumulated clandestinely and was clandestinely and fraudulently dealt in. Nor did the foreign markets rush to the higher grades. Instead, they turned to sisal and other substitute fibers that would ultimately have replaced Manila hemp in many uses. That perhaps would have pleased certain exporters but it meant disaster for the abaca industry.

Men who understand the industry endeavored to point out all these facts to the powers-that-be, from the start, but it took eight long months for the government to realize that economic laws cannot be controlled by man-made laws. Let us hope that the lesson has sunk in.

#### PASSPORT FEES

While it appears to be very difficult to persuade Congress to reduce the regular passport visa fee of \$10 gold established by the Act of Congress of June 4, 1920, the State Department is rendering a real service to the traveling public by making reciprocal arrangements with other countries for "transit certificates" which may be obtained for \$1, gold, or its equivalent. These certificates enable alien travelers to pass through a country without the necessity of a visa, which, however, is required of all foreigners entering permanently.

According to the National Bank of Commerce, the higher passport less were instituted for the express purpose of meeting the cost of the consular and passport services of the State Department. The estimated combined yearly cost of these two services was \$8,150,000. The revenue for the first year under the new scale was \$10,338,000, an increase of \$7,383,000 over the year before. The profit over the estimated operating cost was \$2,188,000.

We can now see why Washington will strenuously object to a general reduction of passport fees, especially in this era of super-economy and retrenchment. However, the adoption of "transit certificates" by most countries will enable the traveling public to escape from the passport tax imposed upon the emigrant and immigrant and it was in the interests of the former class of travelers, including the tourist and the commercial traveler, that this Chamber adopted its resolution of protest of March 7. The State Department's action in the premises is outlined in Second Assistant Secretary of State Adee's letter which appears elsewhere in this issue.

#### THE EMBROIDERY BUSINESS

As in other lines affected by post-war conditions, a big slump has taken place in the Philippine embroidery business. Many are discouraged, yet in the face of this depression, we find an American buyer, Miss Helen Duggan, of Marshall, Field and Company, Chicago, expressing her faith in the future of the Philippine embroidery business if certain standards are complied with.

Here we have the crux of the whole problem—standard of quality. The embroidery business is not the only line that has suffered from a lowering of standards. Philippine cigars at one time became a drug on the market from this very cause. Poor products spoiled the reputation of the whole line. So, the poor quality of Philippine embroidery dumped on the

American market in recent years has spoiled the reputation, and incidentally the prices, for the good article.

The Embroidery Section of the American Chamber of Commerce is taking up the matter with a view to bringing about a general improvement in the quality of Philippine goods. This endeavor, however, must be participated in by the whole embroidery export trade. Otherwise there is danger that it will fail. As long as there are individual firms or dealers who will insist on producing and shipping a poor article, the fight for quality will be greatly impeded.

It would seem that the fault for the lowering of quality in Philippine embroidery in recent years lies largely with some of the manufacturers themselves, who, because of the heavy demand, allowed work to pass which they knew to be faulty and not up to standard. The workers, finding that inferior workmanship entailed no penalty and that it was easier to produces got into the habit of slipshod work, and it is now extremely difficult to get them out of the habit. They seem to lack the pride of workmanship necessary for a general heightening of quality from the ground up.

Embroidery is a household industry in the Islands, and the native women are exceptionally skilled in it. They can do good, acceptable work—but they must be weaned of the habit of doing the other kind, and the manufacturers and exporters must insist on nothing but good work. The idea should be to spread the industry throughout the Islands and to secure quantity production without a sacrifice of quality. Cheap, hurried, tawdry work is what spoils the market.

It would be a pity if this industry, whose product only two years ago ranked fifth among insular exports with an annual total of \$\mathbb{P}\$16,000,000, should fail for lack of cooperation and organization among those engaged in it. The Embroidery Section's work should be only the beginning of a greater effort to preserve and increase the embroidery business of the Philippines.

#### BUSINESS IN THE PROVINCES

In all business, occasions arise when it is necessary to resort to the courts in order to decide disputes or liquidate accounts. The routine of serving summonses and other papers is a comparatively simple matter in the city of Manila, but when it comes to the provinces the procedure becomes fraught with difficulties. As explained in another section of this issue of the Journal, friends or relatives of the defendant are usually ready to help him out, and political influence at times slows up the mill of justice.

The Legislative committee of this Chamber has made a thorough study of the subject and has formulated a plan by which it is thought business men will find it less difficult to look out for their interests in the provinces. Acting on the suggestion of our committee, the Department of Justice is investigating the matter by consulting all the judges of the court of first instance, and as soon as the replies of the judges are received, the matter will be studied with a view to correcting the condition complained of

It is hoped that the good work thus begun will not become enmeshed in official red tape. The situation complained of is one that is of considerable importance to all houses doing business in the provinces and if it is properly adjusted will result in increased business. A speedy decision would be appreciated by the American business community and, we feel sure, by the business communities of other nationalities as well.

#### THE ELECTIONS

From a political standpoint, business men are not vitally interested in the elections, but from a business standpoint the fact that the elections are over is a blessing. It matters little whether the Nacionalistas, Collectivistas or Democratas obtained majorities in particular districts or for particular offices. All candidates, taking them by and large, are made of the same stuff, and all of them will act in more or less the same way when they get into office. In the Philippines party lines are far from being sharply drawn.

However, the abnormal agitation and excitement of the past three or four months are over and peace once more reigns in the Filipino commonwealth. One of the penalties of democracy is the time and energy expended in consummating the suffrage right, and in a new democracy more time and energy are expended in this way than in an older state. The whole industrial and economic life of the country was upset by the pre-election campaigns, and business has naturally suffered. Candidates have spent much money, but less work was done and less wealth created than under normal conditions. Thus business was the loser in the final analysis.

Elections are a necessary evil under our present form of government, but let us be thankful they come only once in three years in the Philippines.

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#### Review of Business Conditions For June

#### THE UNITED STATES

The New York stock market registered a halt during June and by the end of the month was still marking time after coming down from the high levels of May, which, as we predicted, narked the apex of the advance that had been in progress since last fall. A halt was also registered by the prices of staple commodities, some lines in fact showing material advances. All this would indicate that a temporary stabilization in economic conditions has been reached, but it is one that will hold up the return to normal only a short time. The nation has not as yet fully adjusted itself to the prewar standards. While it is not expected to go back to those conditions in detail, yet the year 1913 marked a normal condition, so far as relations between the various channels of the economic life are concerned. We are still somewhat upset by the war and the subsequent peace, but, just like the devastated regions of France, we are gradually coming out of it.

That the coal strike has not caused so much trouble to the owners as was anticipated by the strikers, is evident from the events in southern Illinois. Cable dispatches on this development are not very clear, but it would appear that the strikers, piqued by the apparent nonchalance and prosperity of the strike breakers, made and attack in force on the latter, leading to a veritable shambles. Conditions bordering on anarchy are reported. Later dispatches indicate that the mine owners were at fault. The fact remains that the strikers are disappointed at the lack of distress caused by their layoff.

The country is again threatened with a railroad strike, but it is doubtful if the men will walk out after the bitter experience of the coal miners.

Congress is dilatorily dealing with the tariff bill and the bonus question, while President Harding wants it to dispose of the ship subsidy bill at the earliest opportunity.

The Chief Executive has given the Independence Mission a rather indifferent reception, though his remarks pleased neither Americans nor Filipinos.

# REVIEW OF THE EXCHANGE MARKET

By Stanley Williams

Manager, International Banking

Corporation

Our report for the month of May closed on the 25th of that month with banks' selling rates for New York exchange quoted nominally at 2½% premium for demand drafts and 3½% premium for telegraphic transfers, but with actual business reported as done at from ½% to ½% lower. The market was easier the following day, and eased off to 2½% and 3% until the 31st, when it dropped to ½½% and 3% until the 31st, when it dropped to ½½% and 2½%. There appeared to be good sellers and very few buyers, with the market on the whole quite dull with very little doing, and rates gradually eased off to ½½% and 2½% on June 7. Throughout the rest of the month, until the 26th, on which date this report closes, business was done at from ½ to ½½ below these rates for cables and from ½ to ½½ below for demand drafts. The market was called nominally ¾4% for drafts and 1¾ for cables at the close, but ½½ lower than these rates was talked of.

The London cable rate in New York, which closed in our last report at 445 on May 24, remained at that level until the 29th and then climbed gradually until it touched 450% on June 5. The rate gradually eased off to 438% on the 19th, but on the following day jumped to 444% and then dropped away again to 438%

on the 24th, which is the last rate to hand at the close of this report.

close of this report.

Silver, which was quoted at 36½ spot an forward on May 24, touched a high rate during the period of 36½ spot and forward on May 3 and a low of 35½ spot and 35½ forward of June 6, closing at 35½ for both positions at 100 period of 35½ for both positions at 100 period of 35½ for both positions at 35% for bot

Sterling cables were quoted locally at 2/23a on June 26, and the banks' buying rate for a months' sight credit bills was 2/3 13/16 at the close, which is 15/8 higher than at the clos of our May review.

Telegraphic transfers on other points were quoted nominally at the close on June 26th as follows:

Paris	570
Madrid	
Singapore	105
Japan	$98_{-2}^{1}$
Hongkong	11734
Shanghai	
India	
Java	129

#### REVIEW OF THE HEMP MARKET

By H. Forst, Vice President and General Manager, Macleod & Co., Inc.

Order No. 13 was abolished on June 1, and with the assurance that thereafter all grades of hemp would again become available, shippen again started to operate on a scale which, with the restrictions imposed by Order No. 13, hereto fore was unsafe. Receipts at Manila and Cebi during the five weeks from May 22 to June 2 amounted to 122,000 bales, as against shipment during that period of 128,000 bales, thereby reducing stocks in the Philippines by 6,000 bales, and they now stand at 228,000 bales (Considering that exports during May aggregated only about 75,000 bales, it can readily be seen what a beneficial effect the cancellation of Order No. 13 had on the hemp trade in general. It was predicted by some of the house that if the order were cancelled it would mean adepreciation in values all around, especially affecting lower grades. This has not come true on the contrary, the price of lower and medium grades has not alone been maintained, but show the United States. The comparative price range below is self-explanatory.

											Price pe	r Picul
	G										May 22	June 3
E.,.												
7											13.50	
l <b>.</b>												13.50
5-1											13.00	14.00
5-2												13.00
5-3												12.50
j												12.50
1								•		•	11.50	12.00

It has been decided by the Fiber Division of the Bureau of Agriculture to appoint an Arbitration Advisory Committee consisting of the Chief of the Fiber Division as chairman, and as members one representative from each of the following: American Fiber Exporters, British Fiber Exporters, Japanese Fiber Exporters Asociación de Abacaleros de Filipinas.

This Committee is to settle any controversy which may arise relating to the correct grading of hemp. We think the appointment of the Committee is decidedly a step in the right direction, and it is bound to have a very benched result. Whether or not consumers in the United States and England will abide by the Committee decisions remains to be seen. We, ourselves doubt it very much.

#### HEMP STATISTICS Receipts at Manila and Cebu 1021 Bales Bales 542,504 365,011 an. 1 to June 26..... Stocks at Manila and Cebu une 26..... 223,464 359,525 Shipments, Jan. 1 to June 26, 1922 62,950 84,821 128,686 131,592 S., Pacific..... 77,541 46,400 18,682 ontinent...... 58,722 ustralia. 10,405 12.026 22,331 Bawhara and Local.... 21.650

#### JUNE SUGAR REVIEW

570.440

337,076

By George H. Fairchild President, Welch, Fairchild & Co., Ltd.

The past month has been one of considerable ctivity in the sugar market and this has seulted in a steady and considerable advance n prices. Cubas advanced steadily from 2-1,16 cents, c. & f., to 3-½ cents c. & f. Sales (Philippine Centrifugals commenced at 4-3/16 ents, landed terms, and were made at various ines at advancing prices during the month, atest sales being on the basis of 4.86 cents, landed erms, for afloats. Holders of Philippine Centifugals have taken advantage of the favorable market and have disposed of considerable quantities of sugars. There are still large quantities afloat, unsold, for which a favorable price hould be obtained.

The price of refined in the United States durng the past month has advanced from 5.70 ents per pound to 6.30 cents per pound.

The latest reports of the European beet crops are been unfavorable and rain is badly wanted. his has led to increased buying on the part b European countries, which have made exensive purchases in Cuba and in Java. There as also been moderate buying of Java sugars are India.

It is reported that the coming Formosan rop will be short, and an improved demand stherefore looked for from Japan in the second alf of this year.

The improved tone in the sugar market led o considerable activity in our local market, articularly in centrifugal sugars, and during he past month prices of Centrifugals have dvanced from P9.75 per picul to P11.25 per bul, first cost. Free stocks available for burchase are now limited.

There has been a moderate demand for musivado sugars, with buyers generally on the assis of P6.25 to P6.50 per picul, first cost. free stocks available for purchase are limited and possibly do not exceed 10,000 tons in all. The latest estimate of the Cuban crop is 3,000,000 tons, which is more than was expected, but the market has continued to advance in see of this increase. This may be accounted or by the fact that the stocks of sugar in the inited States and in European countries, including afloats, are estimated at 900,000 tons. Set han they were at the same period last year frees for futures on the New York exchange the being well maintained, and the prospects berefore for obtaining good prices for our next fars crop are good.

The weather has been very favorable for our towing crop, but the presence of locusts throughout the Islands is causing anxiety. The locusts on a papear to have done any extensive damage to cane so far, and as vigorous steps are sing taken to control the situation, it is hoped but the splendid crop prospects for the coming far will not be marred by damage by locusts.

Owing to a shortage in the jute crop the price of sugar bags has considerably advanced. Some piece is have been fortunate in placing orders

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for part of their bag requirements before the advance took place, purchasing in the neighborhood of 20 cents per bag. Present indication are that prices will advance to almost double this price. Manila, June 26, 1922.

#### COPRA AND ITS PRODUCTS

By S. P. WHITE President, Willits and Patterson, Ltd.

Manila, P. I., June 27, 1922.

Coconut oil continued declining during t early part of June, leading all other vegetable fats and oils in comparative low prices. Second hand parcels of domestic coconut oil are reporter to have changed hands at 634 cents in seller tanks. Later in the month, sellers' tanks Pacifi Coast advanced to 7 cents, at which price the market remained quiet. Buyers indicate idea market remained quiet. Buyers indicate ideavarying from 6¾ cents to 6-7/8 cents for parcel, c. i. f. Pacific Coast, and from 7 cents to 7-1/8 cents, c.i.f. New York. Consuming interests have taken up some of the oil in the hands of speculators which should improve the future situation, but even at these prices, buyers an not indicating any marked inquiry, apparent expecting a continuance of these low prices or stil

further declines.

The local copra market has also declined, but with the American not sufficiently to be on a par with the Amer not sufficiently to be on a par with the American prices for oil. Prices early in the month for bodega copra ranged from P10.00 to P10.5 per picul, but have fallen during the month but an average of P9.75 per picul. Partly due to low prices and partly to the locust campaigns in the copra districts, the production has not increased as much during the month as was anticipated. It is estimated that the total arrivals in Manila during June will approximate 265,000 piculs. Shipments of copra during the month totalled about 4,500 tons. American prices for copra about the first of the month were prices for copra about the first of the month were 4-1/8 cents to 4¼ cents per pound, c.i.f. Pacific Coast, but dropped to 4 cents. Later buyers Coast, but dropped to 4 cents. Later buyes were inquiring on the basis of 4½ cents, at which price sales could probably be made today. The London price has ranged from £23-5-, to £24-10-/ for Cebu sun-dried, but no interest shown in fair merchantable Manila.

OII. AND COPRA CAKE
Shipments of oil during the month were approvimately 4,700 tons. The stocks today are estimated at 11,500 tons and the average stocks during the month at 10,000 tons. There wer an average of five oil mills operating in Manile during June. Present freight rates on oil in bulk are \$6 per short ton to Pacific Coast and \$10 per long ton to New York.

Copra cake prices are nominal at from P to P40 per ton, ex-bodega. A few small sales have been reported at near the latter figure but there has been very little available for purchase, as all the mills seem to be oversold. are advised that the freight rate on copra cal to Europe has been reduced to 35 shillings potton, G.W.D. The demand from Europe is still good and could probably absorb much linger quantities were they available.

#### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co.

Conditions locally show little, if any, signs improvement, the tendency of the leaf marker being weaker than during May. Certain factors ries, feeling that there would be a shortage leaf, have bought their requirement for the mygrar, but the little tone that was felt in the mark during the period of their activities has deout, with but little prospect of a revival unit to the market out. a more active interest is taken by the buyers our finished products.

Conditions in America with regard to Municigars have improved as far as the number of cigars being shipped is concerned, the quality of the merchandise going forward continues to improve with the reverse English. Prices still continue to recede despite the fact that it was generally held by the majority of the factories that the bottom had been reached two months ago. Twenty-five pound Londres are being sold, c.i.f. Eastern seaboard, at \$20 per 1,000. Locally, prices are being maintained on the finished product, with the result that local sales are falling off.

Cigar prices must be maintained in proper adjustment to other prices, which cannot be done with a disproportionate difference in the wages paid to the labor engaged in the tobacco factories as compared with the wages paid to labor in other industries.

The wages of cigar makers were fixed at unduly high levels in 1920. Since then the prices in general which affect the cost of living have receded, which unquestionably warrants a downward revision of the wage schedule at this time.

The cost of living depending, as it does, upon wage schedules, the standard of living must of necessity be in direct ratio to labor's ideal as expressed by the sweat of its brow.

It is impossible to divide more than all there is; all there is having a definite limit which, in the event that it is not sufficient to meet the demands of the various elements who share in the division, must be augmented by the creation of additional wealth.

Unfortunately, nature has showered its favors upon these tropical people for a number of centuries, and as a result they are unwilling to abide by the requirements of the economic situation which now governs their existence. They want their Independence showered upon them; they want labor's rewards showered upon them; just as they want education showered upon them, being unwilling, except in rare instances, to exert the effort necessary to the attainment of these rewards.

#### Labor Must Back Down

Labor in the tobacco industry refuses to recognize the fact that it must begin to give a greater return to the manufacturer, not because he demands it, but solely because competition requires it. The scheme of affairs has so altered that in the general readjustment the cigar industry must stagnate if compelled to longer endure the burden of the disproportionate labor cost which now applies.

As the relation between production and overhead is of vital importance, it must be borne in mind that the wage schedule is often the factor which prevents the manufacturer from accepting business which might otherwise increase the output of his factory and net a profit not alone to the factory but also to labor in the form of employment. So it is absolutely essential that amicable relations exist between the wage earners and the factory management, to the end that by their joint endeavors they stimulate the demand for their product, which can only be accomplished in the Manila cigar industry by price reductions.

"Buy, build, work—and create a job for every man," a slogan of an international business organization whose motto is "Service not Self," is extremely difficult of accomplishment when the wage earning classes place such a high value upon their jobs and persist in their demand for an excessive share of the industrial returns to the end that the other elements entitled to a hare cannot proportionately participate.

hare cannot proportionately participate.

Although at the moment perfect harmony prevails in the local tobacco industry, in reality labor and capital are absolutely deadlocked. Wages are so high that the manufacturer is unable to market his products if he uses his Manila factory, with the result that he must go to Malabon or other cheap labor sources in order that he may meet the quotations of his competitors. Instead of being interested solely in living its own compensation without regard to the effect upon the industry as a whole, the wage raming class must begin to realize that they are vitally interested in the prosperity of the industry.

The reductions so far made in prices have been borne-almost entirely by the manufacturer, with the result: that there are few, if any, factories





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that are making any profit on the orders they are shipping to America, which appears to be a return to the conditions that applied before the

#### THE TEXTILE MARKET

By L. S. Brown Manager, Textile Department, Pacific Commercial Company

Statistics recently issued by the U. S. Government indicate that the world's consumption of cotton is back to the pre-war level of approximately 21,000,000 bales annually, and this in the face of the New England mill strikes which have, of course, greatly reduced takings of cotton in that center. It is felt that this increase in cotton consumption combined with an anticipated improvement in demand for finished goods will serve to at least maintain the recent price advances and force prices still higher. It is also claimed that the New England mill strikes will be another contributing cause to higher prices, many contending that the enormous yardage which has been taken off the market as a result of these strikes is bound to have its effect.

On the other hand, recent estimates indicate an increase in the acreage planted to cotton of from 10 to 20 per cent and that if the campaign to limit the depredations of this boll weevil over this acreage is successful, a crop of from 11,000,000 to 13,000,000 bales may be expected. Also it is important to bear in mind that as far as production costs are concerned, this will be a cheap crop owing to the fact that there is an abundance of cheap labor throughout the south, farm animals are plentiful and the price of fertilizer is lower than it has been in several years. With an estimated yield of 13,000,000 bales, as is predicted, and carry-over of some 5,000,000 bales from last year's crop, we do not see how any higher price level which may be reached in the meantime can be sustained.

At the time the strikes in New England commenced, it was felt that with production greatly curtailed in that quarter demand would be stimulated and prices forced higher. On the contrary, nothing of this sort happened, and up until a few weeks ago the market has been anything but firm, indicating that even with the tie-up in New England, the present supply has been ample.

Conditions locally show some improvement during the past few weeks. We believe, howthat this improvement is largely due to speculative buying and that one should not be too enthusiastic over it and that a cautious procedure will be the best in the long run.

#### THE RICE INDUSTRY

By PERCY A. HILL, of Muñoz, Nueva Ecija Director, Rice Producer Association

The price of palay (unhulled rice) remains practically the same in the buying centers with the hope of a slight raise in the near future, although a great majority of depositors have liquidated their receipts due to lack of currency or for election expenses. It is noticeable, however, that the price of palay in Iloilo and Capiz provinces, the main rice producing provinces of the Visayas, is about 15% higher owing to the

excessive inter-island freights on this product.
The rice tariff bill has been signed by President Harding, the amount collectible being advanced 3-5 of a centavo per kilo of clean rice. This is the only tariff raise since the old Payne Bill of 1909, from which date the rice industry in the Islands has seemed to prosper, and it means that the rice-grower will have a protective rate of P3 per each 100 kilos of clean rice imported, to offset the difference in living standards of his competitors and to provide revenue to the government. This protection was only obtained by a hard struggle with the sugar and copra producers, who were entirely willing to receive their profits but were extremely unwilling that others should receive a profit above production-cost that they attempted to argue came from their branch of the agricultural industry alone. This un-economic action on their part kept back legislation until the recent bill was adopted, and many of these individuals are extremely worried about tariffs themselves at present.

#### LOCUSTS WITH US AGAIN

Preparations for the next rice crop are now under way in the rice producing regions, though little enthusius is displayed in opening up new land to rice, owing to circumstances pointed out in former reviews. Up to the writing of this review, the weather conditions have not been favorable and will possibly put back the growing period ten days at least

It should be considered that the farmer in general, and the rice producer in particular, is to all intents and purposes a gambler, and the production of his crop a gamble which is grown under conditions over which he has no control whatsoever. He cannot predicate what his crop earnings may be, either at the beginning of the season or at any time during its production. He may give the greatest care to seed selection and the preparation of the soil, but he cannot control the weather conditions that work adversely against him, such as floods, droughts, storms, and the locusts which are here again with us in spite of the activities of the Bureau of Agriculture.

These occurrences are not extreme nor exceptional; they are the common, normal rule, and there is never a year but what the rice grower is injured by some of the aforementioned calamities, not to speak of rinderpest, which takes toll of the work animals. Under these conditions the farmer, and especially the rice producer, is therefore a persistent, audacious and innate gambler. He produces his crop, or that part of it successfully harvested, on faith-faith in an equitable price, a price which fath—lath in an equitable price, a price which he seldom receives, but which allows him to live; he clings to no such shibboleth as a "living wage," or "cost-production-plus," and it is extremely fortunate that we possess this producing element that cannot be daunted nor vanquished in the growing of the food of eight millions of the population.

There does not seem to be any area increase planted to rice in the rice-exporting countries such as Burma, Siam and Indo-China, in spite of demand. It has been stated that the Dutch East Indies would increase their area to rice, on account of low prices offered for other agricultural crops, but during the first quarter of 1922 over 182,000 metric tons of rice were imported in that country, and in spite of the same conditions governing Philippine export crops, there appears to be no tendency, either here or there, of abandoning the staples to increase food supply under present conditions, all of which points to the "normalcy" that prevailed during pre-war days as regards balance of import and export crops.

#### LUMBER REVIEW

(For March, April and May, 1922) By ARTHUR F. FISCHER, Director of Forestry

Reports of lumber produced by 16 large mills during the months of March, April and May of this year, show a decided increase over the corresponding months of last year. This is lik wise true of lumber sold locally and exported. This is like-

During March, 1922, a total of 7,263,048 board feet of lumber was produced, 7,908,115 sold and 16,886,102 remained in stock. The figures for the same month of 1921 are 5,637,856 board feet produced, 5,336,306 sold and 7,874,678 board feet remaining in the yards.

Returns for April, 1922, show a production of 5,233,496 board feet, 7,328,110 shipped and 14,890,319 board feet remaining in the yards. Compared to April of 1921, these 16 mills produced 6,120,885 board feet, 4,627,790 board feet

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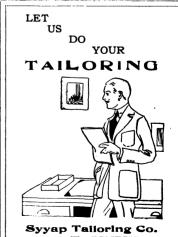
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Returns for May, 1922, show a production of 7,743,176 board feet; 8,561,303 board feet were sold and 13,606,397 board feet remained in stock. As compared to this during the month of May of previous year, there were produced 6,740,082 board feet, sold 4,786,018, while 10,-020,671 remained in the yard.

Foreign shipments averaged about 3,000,000 board feet per month, but the local sales hold about even; the recent reduction in prices and the comparatively large amount of lumber in stock among the local dealers indicate the necessity of more attention being paid to the export trade to dispose of the excess stock in the hands of manufacturers

#### REAL ESTATE

By P. D. CARMAN,

San Juan Heights Addition

SALES CITY OF MANILA April 20 May 21 to to May 20 ₱239,187 June 20 Santa Cruz..... P101,773 88.475 87,894 126,792 31,000 Tondo..... 70,035 54,824 Malate..... 36,250 Binondo...... 122,500 51,000 30,000 Paco.... 78,475 10,000 53,300 Ermita... 18,604 Santa Ana..... 10,000 Intramuros.....

Тотаь.... ₱694,211 ₱667,869

(Jan.-Feb., ₱657,012; Feb.-Mar., ₱690,826; Mar.-Apr., ₱704,789.)

A study of sales totals during 1921 shows a fluctuating condition throughout most of the year. Some few months show great activity, others were very dull, while the remainder varied but little from the figures shown above.

So far this year the market appears to be fairly satisfactory, with a surprising uniformity month by month. While no boom is indicated, there is certainly no slump. The figures show a very steady condition with a slight trend toward improvement.

Those best informed on Manila real estate consider this showing as favorable, especially in view of the very few "sacrifice" sales recorded Considerable optimism is exhibited in real estate circles in connection with the evidences of gradual improvement in most of the staple markets, the natural feeling being that even slowly increasing prosperity in the provinces will surely be reflected in Manila.

Conditions in suburban and provincial real estate, as far as records and information are obtainable, appear to be following closely those in the metropolis.

There has been quite a big increase in building activity during the past six months, undoubtedly due to greatly lowered costs of materials.

#### AUTOMOTIVE REVIEW

By Griffith M. John, Automobile Department, Pacific Commercial Company

Quoting from reports of the National Automobile Chamber of Commerce, high and discriminatory taxes on motor vehicles are proving to be injurious to motor transportation of certain foreign countries. In Japan authorities seeking revenue raised the motor tax by 50% to 80%

This resulted in the returns of 600 licenses and a like number of motor vehicles placed in storage.

The Automotive Industry in France has been more or less demoralized due to high motor taxes. Although French manufacturers are protected by high import duties on motor vehicles, they have been unable to keep their factories reasonably busy.

The situation in England is very similar to that of France.

In 1921 registration fees for private-owned pleasure cars in the Philippines ranged approximately from P4.40 to P6.20 and on commercial cars from P28 to P45. This year's taxation on pleasure cars has been increased approximately 500% when the cars are used for private purposes and double the amount when cars are used for hire service. Registration fees of motor trucks that in 1921 ranged from P28 to P45, now range from P130 to P175.

Dealers of motor vehicles now pay \$\mathbb{P}\$20 for demonstrating license plates as compared with \$\mathbb{P}\$2 in former years. This same amount is charged for duplicate plates in case the originals are last

A review of the foregoing plainly indicates that although the increased taxation on the motor industry in the Philippine Islands is in line with similar policies of other countries, our present rate of motor taxation is not only discriminatory but far in excess of any taxation of this class levied in other countries against which motor dealers and owners are strenuously protesting.

The English owners and dealers are urging a modification or a repeal of the motor vehicle taxation law and the Japanese government is sending officials to the United States to study traffic arrangements with a view to remedying the error which they realize has been made by laying the burden of taxation on the shoulders of the motor trade.

The inland areas of the Philippine Islands must depend to a great extent upon motor traffic to market their products and the motor ve-

hicle operator has a right to expect encouragement from his government rather than a rate of taxation which is not only discriminatory but in some cases prohibitory. The owners, operators and distributors of motor vehicles are thoroly justified in urging a modification of the present taxation regulations or, if this could not be obtained, a right to denand that a large percentage of the revenue realized from them be used in the construction of and maintenance of public highways.

#### JUNE SHIPPING REVIEW

By E. J. Brown
Agent, The Pacific Mail, Manila

During the month an agreement was reached between the Shipping Board operators and the Philippine Shipowners' Association whereby cargo from the United States and foreign ports, destined to Philippine outports, can be transhipped at Manila to interisland steamers on a through bill of lading issued at point of origin. The additional charge over the rate to Manila is G80.50 to Iloilo and Cebu and G89.00 to Zamboanga. These rates (known as "arbitraries") are per ton as manifested by the ocean carrier and include all expenses of transhipment as well as the freight on local steamer. In the past the operators of the interisland steamers have been reluctant to assume responsibility for the transhipped cargo while in their custody, thus leaving the ocean carrier to pay any claim arising from short delivery or damage. Consequently the ocean carriers declined to issue through bills of lading via Manila, and merchandise for Cebu and Iloilo has been carried through Manila to Hongkong and reshipped there. Now that this is changed, the port of Manila as well as importers in the outports will be greatly benefited.

The names of the "State" steamers of the Shipping Board being more familiar to the pub-

lic than the new ones, the operating companies have been instructed to advertise the steamers under their new names but at the same time to designate their former names. The change in names to "Presidents" is bemoaned by many.

The bark "Monongahela" which has been a familiar sight in the harbor for a year and a half was sold at auction, on June 5, to Atkins, Kroll & Co. for \$\frac{7}{2}6,200, "as is." The Monongahela is an ex-German vessel of 2,782 gross tons, built in 1892. Another ex-German bark, the Moshulu, of the same fleet, was sold at auction in Seattle a year ago for \$27,000 and later resold to the Alaska Packers for \$34,000.

On June 1, the arrastre plant of the Custom House went under the operation of the Manila Terminal Company, who are performing the work of receipt and delivery of cargo over the piers in a very efficient manner.

The Pacific Mail's direct service, Manila to San Francisco, has been suspended pending business recovery. The two vessels President Hayes and President Harrison have been temporarily laid up in San Francisco Bay, available for immediate resumption of service when conditions warrant it. According to press despatches, this company has been allocated two additional 535 steamers, the President Pierce and President Taft (formerly the Lone Star State and Peninsula State, respectively) for their regular service via Japan and China.

Establishment of a bank with \$\mathbb{T}200,000,000\$ capital, as an organ to facilitate the foreign trade of Japan, is proposed by a joint resolution of the Tokio Chamber of Commerce and similar institutions all over Japan. The government will be asked to subscribe to a portion of the capital and to guarantee a dividend of 7 per cent per annum.

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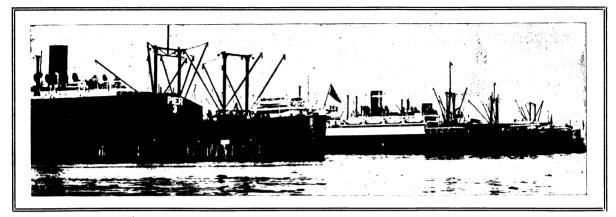
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## SHIPPING NOTES



#### Chamber Reiterates Stand on Coastwise Laws

regular semi-monthly meeting of Active and Associate members of the American Chamber of Commerce on Wednesday June 14, those present declared that "it is the sense of the American Chamber of Commerce of the Philippine Islands that we demand the applica-Philippine Islands that we demand the street of the American coastwise shipping laws with the Islands immediately." With to the Philippine Islands immediately." With the exception of changing the word "demand" to "urge," the Board of Directors approved this resolution at its next meeting.

The following Active members were present at the meeting: C. M. Cotterman, H. I. Heath, Simon Feldstein, S. F. Gaches, John R. Wilson, Stanley Williams, George H. Fairchild, S. M.

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Berger, A. Nelson Thomas, and R. M. McCrory. The following Associate members attended: J. B. Jonsen, Clayton Young, A. v. H. Hartendorp, G. H. Hayward, J. B. Clausen, A. G. Hillberg, N. Lyons, H. I. Mozingo, J. L. Pierce, George B. Wicks, John Gordon, W. N. Bartholomew, D. Naftaly, F. W. Butler, M. D. Royer, George C. Sellner, L. W. Thurlow, J. A. Stiver, H. W. Foster, W. M. Butts, Frank W. Carpenter, A. S. Clark, and Arthur A. Bryan.

President Cotterman asked the members to Berger, A. Nelson Thomas, and R. M. McCrory.

President Cotterman asked the members to present whatever matters they desired for discussion and action. There being no response, the President brought up the matter of the application of the coastwise laws and stated that there seemed to be a misunderstanding on the part of the Governor-General's office as to the position of the Chamber on this subject and that this misunderstanding had existed since the Chamber's organization. He explained how the protest by the Manila Merchants' Association to the application of the coastwise laws led to the formation of this Chamber and read correspondence with the Governor-General's office explaining clearly the position of the Chamber. He then read from the *Daily Bulletin* the following cablegram sent by the Governor-General to the Chief of the Bureau of Insular Affairs:

"Regarding plan to get merchants trading between the United States and the Philippines to patronize voluntarily American steamers if fair rates and good service are offered and thus obviate the necessity of extending the United States shipping laws to the Islands, am endorsing adoption of this suggestion by all chambers of commerce."

After a full discussion, on the part of the members, of the stand the Chamber had taken as being in favor of the application of the American coastwise laws to the Philippines, Captain Heath submitted the resolution, above quoted, demanding the immediate application of the coastwise shipping laws. It was seconded by Mr. Stiver and passed without objection.

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#### TELLS ABOUT NEW CARGO HAND-LING PLAN FOR PORT OF MANILA

A. B. Cresap, of the Luzon Brokerage Com-any and a member of the Manila Port Commission, outlined the new plan for handling cargo at Manila instituted the first of June, in the course of an address to the members of the American Chamber of Commerce, Wednesday noon, May 31. Mr. Cresap expressed the hope and

conviction that the privately operated arrastre plant would function more satisfactorily than under government control.

The speaker pointed out that for the past twenty years or more the handling of cargo by the government had been unsatisfactory, large-ly because of conditions beyond the control of the Collector of Customs. He intimated that, for one thing, it was difficult for the Collector to discharge employees under civil service reg-ulations. The matter of placing the cargohandling plant under private control, he stated, had been agitated for a long time, but finally the last Legislature passed a bill creating a Port Commission, the main object having been to bring about an improvement in cargo-handling conditions.

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''Siberia Maru''		Sept. 23	Oct. 22

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When the Board was named, Mr. Cresap continued, he discovered that his name was not on it. Since his experience in the cargo-handling business in the Islands was extensive, he felt that he ought to have been placed on the Board and, accordingly, asked General Wood to place him on it, which General Wood did. Careful consideration was given by the Board, or Commission, to various plans and it was finally de-cided to let private interests handle the work, the government to receive a fair rental for the use of its piers, equipment, etc. It was felt that by turning the work over to private parties, responsibility could be definitely placed in the event of complaints and the contractors held responsible.

Mr. Cresap announced that the contract had been signed the day before by the Governor General. He characterized it as rather "stiff" but declared that the members of the Port Commission were determined to make the contractors live up to every letter of it. Despite complaints against the award, he added, the Commission felt that the contract had been let to the parties best able to carry it out, even though others may have submitted lower figures in some respects.

S. A. Presby, a local paper importer and Associate member of the Chamber, made a plea for improved service by Shipping Board boats, so far as time of transit from the Atlantic coast is concerned. He read a long list of sailing and arrival dates, showing, so be claimed, that better service could be given. He advocated patronage of American vessels.

#### SHANGHAI SHIPPING IN 1921

The shipping returns for Shanghai for the year 1921 as compiled by the British Chamber of Commerce, Shanghai, from the Customs Daily Returns show the total tonnage entered and cleared to be 22,686,647. The total for each flag was as follows:

British																	8,467,625
Japanese																	6,765,621
Chinese																	4,146,142
American.																	2,111,218
Dutch																	364,821
Norwegian	١.																158,818
Danish																	111,377
Italian																	109,265
French																	375,202
Swedish																	56,939
Russian						ı											18,511
German																	1,108
	,	Г	o	ta	al	1	C	)1	19	3.							22,686.647

Great Britain still retains the		
highest percentages working out	as follows	:
British		
Japanese	29.82 "	
Chinese	13.86 "	•
American	9.30 4	•

The United States still holds the highest percentage of shipping done with Pacific Ports, these working out as follows:

American.										40.95	per	cent
Japanese.										30.59		
British.										20.09	"	

The percentages in coast only and ocean only were as follows

were as ronows.	
Coast	Ocean
British 39.64	Japanese 38.73
Japanese24.24	British 33.60
Chinese 29.29	American 18.86
-British Chamber of Con	amerce Journal, Shanghai

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## Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. PERKINS,

General Counsel of the Chamber.

Foreword:—The Supreme Court of the Philippine Islands, composed of nine members, is the Court of last resort for nearly all cases arising in the Islands. A very few are appealed to Washington, from time to time, such cases generally depending upon the construction of some clause of the Constitution or of some Treaty or Act of Congress. The Supreme Court sits in Manila both en banc and in divisions. There are two divisions, one composed of four justices and the other, of five. Many of the cases disposed of by the Court are handled in division and such decisions are not ordinarily published. It is only when it sits as a body, en banc, that the decisions are published in the Official Gazette and become precedents for future guidance. Such decisions, as reported from time to time in the Official Gazette, will be noticed in these columns when considered to be of interest to the American business community or when relating, in general, to the commerce and industry of the Islands, by quoting from the syllabus of the case.

#### ADMINISTRATION OF ESTATES

Conflict of Laws: Administration of Estates: 1. Conjuct of Laws, Auministration of Estates, Principal Administration and Antillary Administration, Compared.—One J. a married woman, died intestate in Singapore, Straits Settlements. Her husband was named the administrator of her property by the Supreme Court of the Straits Settlements. Her brother was appointed by the Settlements. Her brother was appointed by the Court of First Instance of the city of Manila administrator of the Manila estate. Held: That the Court of First Instance of the city of Manila did not act in excess of jurisdiction in naming the brother of the deceased as the ancillary administrator of the estate.

2. When a person dies intestate owning property in the country of his domicile as well as in a foreign country, administration is had in both countries. That which is granted in the jurisdiction of decedent's last domicile is termed

jurisdiction of decedent's last domicile is termed the principal administration, while any other administration is termed the ancillary adminis-

3. A grant of administration does not ex proprio vigore have any effect beyond the limits of the country in which it is granted. Hence,

of the country in which it is granted. THEREY, an administrator appointed in a foreign state has no authority in the United States.

4. The ancillary administration is proper, whenever a person dies, leaving in a country other than that of his last domicile, property to be administered in the nature of assets of the decedent, liable for his individual debts or to be dis-

tributed among his heirs.
5. Section 642, Code of Civil Procedure, Construed.—It is almost a universal rule to give the surviving spouse a preference when an admin-istrator is to be appointed, unless for strong reasons it is deemed advisable to name someone This preference has particular force under

Spanish law precedents.
6. The Code of Civil Procedure, in Section 642, while naming the surviving husband or wife, as the case may be, as one to whom administration can be granted, leaves this to the discretion of the court to determine, for it may be found that the surviving spouse is unsuitable for

7. Ancillary letters should ordinarily be granted to the domicillary representative if he applies therefor, or to his nominee, or attorney; but in the absence of express statutory require-ment the court may in its discretion appoint

some other person.

8. Section 783, Code of Civil Procedure, Construed.—Pursuant to Section 783 of the Code of Civil Procedure, an order of a Court of First Instance appointing an administrator of the estate of a deceased person constitutes a final determination of the rights of the parties thereunder, within the meaning of the statute, and is appealable.

B. E. Johannes et al. vs. Hon. George R. Harvey, et al., XX Off. Gaz., p. 1104. May 18, 1922.

#### CONTRACTS

Contracts; Antichresis.-In an action for redemption, the following agreement was presented in evidence: "We, Daniel Adepueng and Dionisia Valencia, acknowledge being indebted to Severino Agbagala in the sum of ₱6.75, which we will pay with the fruits of the land the possession of which we now turn over to him. We have mortgaged it for \$\mathbb{P}6.75\$, it being covenanted that we may redeem it by paying the same price, without taking into account the fruits of the land and the interest of the money." Held: That such a contract is not one of purchase and sale with right to repurchase, but one of anti-chresis, as there was a sum of money delivered as a loan by virtue of which the debtor turned as a loan by Virtue of which the debtor turned over to the creditor the possession of a realty to hold it in usufruct, compensating the interest of the money with the fruits of the land. Dionisia Valencia et al., vs. Honorio Acala et al., XX Off. Gaz., p. 1186. June 3, 1922.

1. Joint and Several Liability.-Where indemnity bonds are joint and several, the liability

is joint and several.

2. Joint and Several Judgment.—Where a judgment is rendered against some of the de-fendants who are liable upon a joint and several liability bond, as to them, it is a joint and several judgment.

3. Member of Firm Bound by Authorized Acts of Firm.—Where a firm consents to the rendition of a judgment against it, in the absence of fraud or collusion, a member of the firm has no legal right to complain of the rendition of the

judgment.

4. The Taking of a Judgment against some of a Number Liable on a Joint and Several Bond Does Not Release Those Remaining .- The liability of a number of persons on a bond, being joint and several, the taking of a judgment against a portion of them does not operate as a bar or release in favor of any of those remaining, who were liable on the bond.

The Union Guarantee Co., Ltd., vs. Aw Yong Chiow Soo and Tee (Teng) Kim Kuy, ct al, XX Off. Gaz., p. 1187. June 3, 1922.

Libel; Defense in Criminal Prosecution; Truth as Defense; Justifiable Motives as Defense.-Both under the ancient civil law and the ancient common law, the truth was no defense in a criminal prosecution for libel. This posiin a criminal prosecution for libel. This posi-tion was defended by the old maxim, the greater the truth the greater the libel.

2. Beginning with Lord Campbell's Act (6 and 7 Vict., chap. 96) in England, truth in criminal actions for libel was allowed in many jurisdictions as a justification, provided the publication was also made with good motives and for justifiable ends. To this class belongs

the Philippines.

A few more progressive states have made truth a complete defense in criminal prosecutions regardless of motive or intent.

4. P, the editor of a newspaper, published an article in which it was alleged that the employees of the Bureau of Commerce and Industry were unjustly exploited. The motives of the management of the paper in publishing the article were satisfactorily explained. The truth of the article was substantially proved. The appellate court vindicated the defendant editor and absolved him from the criminal charges against him.

5. Development of Public Opinion in the Philippine Islands.—The development of an informed public opinion in the Philippines can not be brought about by the constant prosecution of those citizens who have the courage to denounce the maladministration of public affairs. The time of prosecuting officers could be better served, in bringing to stern account the many who profit by the vices of the country, than by prosecution which amounts to persecution of the few who are helping to make what the country so much needs, an enlightened public opinion. The United States vs. Gregorio Perfecto, XX Off. Gaz., p. 1198. June 6, 1922.

#### PARTITION OF ESTATE

1. Partition; Delivery of Hereditary Property.—Where the properties of an inheritance

erty.—Where the properties of an inheritance have been delivered unconditionally and irrevocably to the heirs, they no longer belong to the estate and cannot be partitioned.

2. Prescription.—Where the heirs have been in the possession and enjoyment of the hereditary properties as exclusive owners during the prescriptive period, the title to said properties is vected in them by prescription.

vested in them by prescription.

Timoteo Africa et al., vs. Benito Africa et al.,
XX Off. Gaz., p. 1220. June 10, 1922.

CONTRACTS; DAMAGES; MARKET VALUE
1. Where no Part of the Purchase Price has been Paid, it is a General Rule that the Market Price or Value of the Property at the Time and Place of Delivery is the Basis for the Amount of any Damages. - In an action to recover damages for a breach of contract for the sale and delivery of sugar, where no part of the purchase price has been paid, it is ordinarily the rule that the market price or value of the sugar at the time and place of delivery should be the basis for the amount of general damages. In such a case only such damages may be recovered as are direct, certain or liquidated, and which naturally result from a breach of the contract.

2. Under Article 1107 of the Code in the Sale of Personal Property, the Debtor is Liable for any Damages Foreseen or which Might Have Been Foreseen which are Necessary Consequence of its Breach.—Under Article 1107 of the Civil Code "the losses and damages for which a debtor in good faith is liable are those foreseen, or which

ing good fatth is habic are those foreseen, or which might have been foreseen, at the time of constituting the obligation, and which are a necessary consequence of the failure to comply with it."

3. The Measure of Damages.—Where A entered into a contract to sell sugar to B, the measure of damages for B would be the difference between the contract price and the market value of the sugar at the time and place of

delivery

4. Where A Entered into a Contract to Sell Sugar to B, and, Relying thereon, B entered into a Contract to Sell the Same Sugar to C, and A Breached its Contract with B, Such A Breach was the Direct and Proximate Cause of Any Damages which C Sustained.—Where A entered into a contract to sell sugar to B, and, relying thereon, B entered into a contract to sell the same sugar B entered into a contract to sen the same sugar to C, and A failed to keep its contract with B, and as a result of which B was unable to keep its contract with C, and A had knowledge of B's contract with C, A would be liable to B for the amount of damages which B sustained by reason of the breach, and is also liable to B for the amount of damages which C sustained by reason of the breach of B's contract with C. such state of facts, the breach of the contract on the part of A was the direct and proximate

cause of the breach of the contract on the part of B with C, and A's breach of contract was the direct and proximate cause of any damages which C sustained.

5. Where there is Proof of Market Value, it is Not Necessary for Plantiff to Prove Loss or Seles, Gains or Profits.—Where there is a breach of contract for the sale of personal property, under the law and code, it is not necessary for the alumtiff to allege or prove loss of sales rains or plaintiff to allege or prove loss of sales, gains or profits growing out of the breach. In such a case, it is the market price or value of the property at the time and place of delivery from which

the amount of damages is to be ascertained.

Nanyo Shoji Kaisha vs. Chua Chin and Jao Pi,
XX Off. Gaz., p. 1235. June 13, 1922.

#### LANDLORD AND TENANT

Landlord and Tenant; Forcible Entry; Recovery Possession .- A landlord cannot summarily dispossess his tenant, even for nonpayment of the rental, and until the contract is legally terminated, the tenant has the right to the possession. A tenant may, therefore, institute summary proceedings, under the provisions of Sec-tion 80 of the Code of Civil Procedure, even against his landlord who has taken possession of the land without due process of law and without the consent of the lessee.

Bonifacia de los Santos vs. Father Laureano de los Reyes, et al., XX Off. Gaz., p. 1248. June

15, 1922.

#### PARDON

Pardon.-A pardon reaches both the punish-Pardon.—A pardon reaches both the punishment prescribed for the offense and the guilt of the offender; and when the pardon is full, it releases the punishment and blots out of existence the guilt, so that in the eye of the law the offender is as innocent as if he had never committed the offense. If granted before conviction, it prevents any of the penalties and disabilities, consequent upon conviction, from attaching; it granted after conviction, it removes the penalties and disabilities and classifications and restore him to all his Il granted after conviction, it removes the penatties and disabilities, and restores him to all his civil rights; it makes him, as it were, a new man, and gives him a new credit and capacity. There and gives him a new credit and capacity. There is only this limitation to its operation: it does not restore offices forfeited, or property or interests vested in others in consequence of the conviction and judgment.

In re Marcelino Len'ok, XX Off. Gaz., p. 1262. June 17, 1922.

#### INTERISLAND SHIPPING RATES

1. Basis for Rates.—The present value of a vessel, its worth as a going concern, or its physical value is the true basis for determining the value of the investment upon which to fix rates which

will produce a fair return.

Evidence of Present Value .- In arriving at the present or market value of the vessel, its original cost, the cost of reproduction and any other evidence, which will tend to show its present or market value, should be considered. The original cost of a vessel should only be considered for the purpose of determining its present or market value.

3. Time When Rate Should Be Determined.--

Under normal conditions the value of the vessel is to be determined as of the time when the rate

investigation is made.
4. Public Utility Should Have Fair Return
n its Investment.—A public utility is entitled
to a just compensation and a fair return upon the reasonable value of its property while it is being

ased by the public.
5. While Operated a Public Utility is a "Pro Panto" Appropriation to a Public Use.—When property becomes a public utility, for operating

property becomes a public utility, for operating ourposes, it ipso facto amounts to a taking and appropriation of the property to the public use o long as it is a public utility.

6. Rales Should Be Reasonable to Owner and Public.—In fixing the rate for a public utility, it is not fair to the public to base it upon a peak cost. Neither is it fair to the owner to base it upon a minimum cost. A just rate must be founded upon conditions which are fair and reasonable to both the owner and the public. Ynchausti Steamship Co. et al. vs. The Public Utility Commissioner and the Board of Appeal, XX Off. Gaz., p. 1276. June 20, 1922.

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### WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of the issue of the Journal)

Wednesday, May 31, 1922.
Present: Directors Cotterman, Elser, Feldstein, Forst, Gaches and Heath.

Application for Associate membership of Francis A. Whitney was accepted.

The following resolution was adopted after

discussion:

That the discussions and meetings held within the rooms of the Chamber are private in nature and should not be published by the press of Manila until authority is first obtained both from the speaker and the President of the Chamber

A letter received by a member from ex-Vice Governor Newton Gilbert was read. It stated that there had been presented to the committee on immigration and naturalization of the House of Representatives a proposed amendment to the existing law allowing persons to complete their naturalization in the Philippines after having taken out their first papers in the United States. It was moved and passed that the proposed amendment be endorsed and a copy of the endorsement be sent to the committee on immigration of the House of Representatives through the law firm of Gilbert, Campbell and Barranco, New York.

The resolution adopted by the general meeting of May 24 as formulated by the Board was formally adopted and its cabling to Washington by the President was approved. President announced that in carrying out the intent of the resolution he had sent a cablegram to a prominent American of Manila in the United States requesting him to use his efforts in getting the resolution before Congress and that he had received a reply from him stating that these instructions had been executed.

The reports of Messrs. Heath and Forst in regard to the proposed organization of a Produce and Stock Exchange were read and dis-The President was authorized to name a committee of two to take up the matter with the other chambers of commerce. ident appointed Messrs. Heath and Forst as

members of this committee

The resignation of Mr. Paul A. Gulick as a member of the House Committee was accepted On motion, Mr. Wendell M. Butts with regret.

was appointed to fill the vacancy.

motion of Captain Heath, Mr. Simon Feldstein was appointed as a member of the committee arranging for the moving of the present quarters to the upper floor, in place of Captain Heath.

It was decided that matters of rental and finances in connection with the building shall be considered as coming within the province of the Executive Committee, which shall decide them without reference to the Board of Directors

The Secretary was authorized to have printed and sent to the principal chambers of commerce of the United States and its territorial posses-sions a letter transmitting the resolutions on General Wood and the political status of the Islands recently adopted by the Chamber, also a pamphlet containing articles previously printed in the Journal.

Tuesday, June 6, 1922. Present: Directors Cotterman, Elser, Feld-

stein, Gaches and Heath.

A request of W. W. Weston to transfer his Active membership to the Philippine Phonograph Company was approved.

Captain Heath presented his resignation as a member of the Board of Directors and requested that it be accepted to take effect at once. After considerable discussion the resignation was accepted with regret and a vote of thanks was tendered him for the valuable services he had rendered the Chamber. The election of a successor to Captain Heath was postponed

until the next meeting.

A request from D. M. Carman for the suspension of his Active membership dues from WAR DEPARTMENT WASHINGTON

May 22, 1922.

Mr. C. M. Cotterman,

President, Board of Directors. The American Chamber of Commerce of the Philippine Islands. Manila, P. I.

Dear Sir:

I have your cablegram of May 17, commending the service rendered by Governor-General Wood in the Philippines and urging his retention as Governor-General until certain conditions have been fulfilled.

I heartily concur in all that you say as to the excellence of General Wood's administration of the office of Governor General and his eminent fitness therefor. I could wish nothing better for the Islands than that he should see his way to lengthen his stay indefinitely.

I do not forget, however, that Gen-Wood has now awaiting him another high office which also offers him a vast field for the great service of which he is capable and to which I know he is strongly drawn.

> Yours very truly, (Sgd.) JOHN W. WEEKS, Secretary of War.

June 1, 1922, until his return to the Islands was approved.

On recommendation of the House Commitwas decided to institute a monthly rate of P30, payable in advance, for luncheons in the restaurant, beginning July 1.

The editor of the JOURNAL was instructed to publish a letter from the Second Assistant Secretary of State in response to the Chamber's action with reference to passport and visa fees.

A copy of a letter from a local firm to a San Francisco firm complaining about the service of Shipping Board boats was sent to the local office of the Shipping Board for its information.

Tuesday, June 13, 1922.

Present: Directors Cotterman, Elser, Forst, Gaches and Green.

The election of a successor to Captain Heath was deferred until the next meeting in order to give him a chance to reconsider his resignation. Bills amounting to \$\mathbb{P}8,800.30\$, approved by the Finance and Auditing committee, were ap-

proved and ordered paid.

A request from D. M. Carman to transfer his Active membership to G. T. Herrmann and another request from Mr. Herrmann to transfer the same membership to John D. McCord were approved.

Application for Associate membership of B. Jonsen was accepted.

A petition from eight members of the Chamber at Cagayan, Misamis, requesting the Chamber to use its influence to secure a fair and impartial investigation of José Agudo, local manager of the Philippine National Bank, who was recently suspended, was referred to the President for action.

Tuesday, June 20, 1922.

Present: Directors Cotterman, Elser, Feldstein, Forst, Gaches and Green.

Application for Associate membership of L. Leonard was approved.

A report was rendered to the effect that Captain Heath has refused to reconsider his resignation from the Board. In accordance with the precedent established by the Board on February 28, Mr. H. B. Pond, having received the next highest number of votes at the annual meeting, was nominated to succeed Captain Heath and unanimously elected.

The President reported on the case of Mr. José Agudo, which has been taken up by the Governor General's office and the President of

the Philippine National Bank.

Resignation of William H. Doyle as Associate member was accepted, effective June 30,

A reply from the Under-Secretary of Justice regarding the unsatisfactory service of process in the provinces was read and the editor of the Journal was requested to prepare an article on the subject for the July issue of the JOURNAL. Resignation of J. B. Armstrong from the Re-

lief committee was accepted with thanks for his services. W. J. Odom was appointed in his services.

his place.

letter from the Admiral Line appointing H. M. Cavender, Acting Agent, as representative of the firm in its Active membership during the absence in the United States of J. B. Armstrong, Agent, was read and approved.

Macleod and Company were named as re-presentatives of the American fiber exporters on a special arbitration advisory committee being formed by the Bureau of Agriculture in order to make the classification of hemp more

uniform and to decide disputes.

Letters from the Philippine Chamber, the Manila Brokers' Association, the French Chamber and the Manila (British) Chamber in regard to the proposed organization of a Produce and Stock Exchange were read. All expressed themselves as heartily in favor of such an organization except the Manila Chamber, which thinks the time is not opportune. It was decided not to take any action until the other Chambers have been heard from.

The following resolution was passed: "That the Chamber send a cablegram to the Secretary of War and the Chairman of the United States Shipping Board at Washington urging the immediate application of the United States coastwise shipping laws to the Philippine Islands, and that the President be authorized to give it to the Associated Press." This resolution was the action taken on the following resolution adopted by the general meeting on June 14 and referred to the Board:

That it is the sense of the American Chamber of Commerce of the Philippine Islands that we demand the application of the American coastwise shipping laws to the Philippine Is-

lands immediately A contribution of \$\mathbb{P}\$100 to the Fourth of July

fund was voted.

The cases of two indigent Americans in hospitals were referred to the Relief committee.

Tuesday, June 27, 1922.

Present: Directors Cotterman, Elser, Feldstein, Gaches, Green and Pond.
Attorney Hartford Beaumont appeared be-

fore the Board and made a statement regarding an American in need of assistance.

A letter from the Chinese Chamber of Commerce was read appointing Mr. Benito Siy Cong Bieng and Mr. Albino Z. SyCip a committee to discuss with our own committee the advisability of forming a Manila Produce and Stock Exchange. The Secretary announced that the Exchange. The Secretary announced that the Spanish Chamber of Commerce still remains to be heard from.

A letter from the Secretary of War in response to the Chamber's cablegram urging the retention of Governor General Wood in the Islands. was read and turned over to the editor of the JOURNAL for publication.

A letter from the Secretary of the Chamber of Commerce of the United States regarding the Chamber's action concerning General Wood's tenure of office as Governor General was read and ordered filed.

A letter from J. F. Marias, local representa-tive of the United States Shipping Board, in reply to criticism in connection with the schedule of Shipping Board boats from the Atlantic coast, was read. Mr. Marias claims that if local importers would guarantee sufficient cargo, these vessels would stop at Manila first instead of first proceeding to other ports for unloading and loading. The President pointed out that exporters do not need to guarantee cargoes to get direct service. He asked approval of the Board for a reply to Mr. Marias' letter in this

general sense, which approval was granted.

A letter from the Philippine Chamber of Commerce in response to a letter from this Chamber asking cooperation for the retention of General Wood stating that the matter of General Wood's retention as Governor General does not come within the scope of its activities, was read and

ordered filed.

An editorial in the Manila Times of June 26 on conditions in the government insane asy-lums was discussed. The Relief Committee was requested to look into the situation of Americans confined at San Lazaro.

#### WITH THE CHAMBER'S SPECIAL SECTIONS

June was an off month for the Chamber's Special Sections. Only one, the Embroidery Section, held a meeting, but it was of real importance and may result in great benefits for the whole trade.

EMBROIDERY SECTION

EMBROIDERY SECTION

A special meeting of the Section was called on Thursday, June 22, 1922, the occasion being the presence in Manila of Miss Helen Duggan, buyer for Marshall, Field and Company, Chicago, who was asked by J. Leonard Johnson, Manila representative of Marshall, Field and Company, to give the Section some ideas and criticisms of Philippine embroidery from the buyer's and consumer's points of view in the United States.

Section members present were J. S. Conrow, chairman, Mrs. Alice M. Miller, Robert E. Murphy, R. Geraus, V. M. Meyer, J. S. Waddington, Mrs. Mae C. Wood, E. Ford Hickman and J. Leonard Johnson. There were also present the following visitors: Wm. H. Beusse, Mrs. J. S. Waddington, Mrs. Bernard, Mr. Cohn, Mr. Gollucke, Mr. Schwesinger and Miss Helen Duggan.

lucke, Mr. Schwesinger and Miss Helen Duggan.

After being introduced by the chairman, Miss Duggan stated that the standard of workman-ship on embroidery was not what it was several years ago; that many complaints had been reyears ago; that many complaints had been received because of inferior cloth and workmanship, and that if the industry is to survive in the United States the quality of the work would have to be materially improved. Members of the Section told of their experiences in trying to produce better work, also touching, on the high cost of material and labor, the indifference and carelessness displayed by the workers, and the prices which the buyers expected to pay for the finished garments.

After a full discussion of the whole situation, from both the buyers' and manufacturers' points

of view, the following resolution, introduced by Mr. Murphy, was adopted:

"That Miss Duggan be given a vote of thanks for attending the meeting and giving her views on the embroidery situation in the United States."

It was further moved by Mr. Murphy, seconded by Mrs. Miller, and passed, that the chairman appoint a committee of three "to take the matter up with the American Chamber of Commerce with the Bureau of Commerce and Industry, for the purpose of getting out a circular to be distributed in the public schools and read to the pupils, which circular is to give an estimate of the damage caused to the Philippine embroidery industry, on account of the root work soft beefin uninage caused to the rimippine embrodery in-lustry on account of the poor work sent back to the United States, and for the further purpose of requesting the people of the United States to cooperate with the people here to the end of saving the industry."

The chairman appointed B. E. Mureby.

The chairman appointed R. E. Murphy, R. Geraus and J. Leonard Johnson members of

this committee.

The meeting then adjourned.

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## CHAMBER NOTES



Plans for the second floor of the Chamber building have been approved and specifications are being drawn up. Bids will be invited within a day or two and it is expected that construction will begin before the end of July. As the contemplated changes from the present arrangement are not very big, the work should be completed about the middle of August.

Several office rooms will be available on the second floor of the Chamber building when the alterations are made. John R. Wilson has already taken one of the rooms and now occupies it.

This issue of the JOURNAL carries the largest number of advertisers in the history of the publication. Over 100 of Manila's leading business people are reaching a prosperous and influential clientele through the medium of the JOURNAL.

Beginning with this month, the regular patrons of the restaurant will have the privilege of purchasing monthly tickets for P30. This is a considerable saving and should attract additional patrons. Fred Hurst is serving the best lunches in town.

Chess continues to be one of the main attractions of the lobby, where a game is in progress at almost every hour of the day. J. L. Pierce has joined the ranks of the board strategists, as has A. G. Moody.

The "Father and Son" luncheon on June 28 was a complete success. President Cotterman took the prize with a son, grandson and son-in-

law present. Others who had sons present, varying in age from five to thirty-five, were D. M. Carman, E. H. Burnham, Chief Seaver, C. R. Zeininger, M. D. Royer, "Cook" Harrison, Victor Hall, D. Naftaly and S. M. Berger.

Now that "Father and Son" day has been such a success, why not have a "Husbands and Wives" day, to listen to a lecture by some experienced bachelor? Secretary Mozingo, for example.

Active Member A. L. Ammen is in town from Albay, where he is king of the transportation game. Mr. Ammen says he intends to locate permanently in Manila.

Our new member of the Board of Directors, Mr. H. B. Pond, attended his first session on Tuesday, June 27. Mr. Pond was one of the original Board of Directors, so that the office is not a new one to him.

All of the illustrations for this month's travel article are original and were taken by Associate member W. B. Allen of Denniston's who accompanied the editor on the trip to Sibul.

Associate Member O. V. Wood of Malinta, Davao, has sent a photograph of three specimens of the melon family raised on his estate. He says they are "sweet and tender." They certainly are whoppers. "Klondike," "Tom Watson" and "Chilian" the catalogue calls them, he adds.

Associate Member James J. Watson of Iloilo registered at the Chamber while in Manila for an operation on his jaw.

Associate Member A. G. Yankey has returned to Iloilo after a stay of several weeks in Manila.

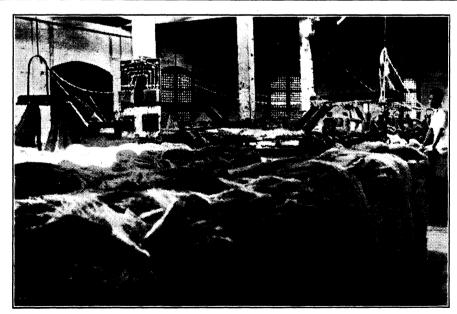
Active Member John R. Wilson, who has been in Mindoro for the past six months or so getting out the Mindoro Estate sugar crop, has returned to the fold and is a regular guest at the Round Table.

Associate Members F. A. Wester and L. II. Leonard of the La Carlota sugar mill, Occidental Negros, passed through Manila on June 12 en route to the United States on vacation. They called at the Chamber and registered before leaving.

Associate Member H. I. Shoemaker of the Isabela Sugar Central was a caller at the Chamber while passing through the city the middle of June.

Active Member A. G. Henderson, formerly general manager for Frank Waterhouse and Company in the Orient, and a frequent contributor to the columns of the JOURNAL, has been appointed General Agent at Chicago for the Admiral Line, effective June 15. This is a new office of the company. Mr. Henderson has promised to favor the JOURNAL with a monthly review of shipping developments in the United States.

Colonel Gordon Johnston of the Governor General's staff is with us again after accompanying the Governor on his last inspection trip. Colonel Johnston claims that he has discovered the place where fish originated.



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Senator George H. Fairchild left for Hongkong on a short business trip and is expected back the first part of July.

J. B. Armstrong, the genial Admiral Line chief, will be missed around the Chamber, having left with his family on a six months' vacation.

In the next issue of the JOURNAL we shall publish a list of commercial publications received regularly by the Chamber, current copies of which can always be found on file. Members are not making sufficient use of the literature received by the Chamber.

The International Banking Corporation expect to move into its new quarters in the new Pacific building by the beginning of August. The bank will occupy most of the ground floor. The Pacific Company will probably move in about July 15. The firm will occupy two floors.

Associate Member J. W. Shannon has resigned as manager of the travel department of the local branch of the American Express Company to accept a position with the Standard Oil Company in Hongkong. He and Mrs. Shannon left for Hongkong on June 29.

Col. Joseph N. Wolfson, who has been ill in Baguio, is now convalescing rapidly and is expected to return to Manila about the end of this month.

Associate Member M. L. Stewart and Mrs. Stewart have returned to Manila from an extended vacation in the homeland.

Associate Member E. E. Selph is back in Manila after a stay of several months in Shanghai on legal business.

Associate Member Ralph M. Sams left for the United States on the transport *Thomas*, June 14, for a vacation.

Associate Member F. Paschall is booked to sail for the United States in the near future for an extended absence. Mrs. Paschall's health has been poor lately.

Associate Member Fred G. Krieghoff is in Santiago, Cuba, on special accounting work and expects to leave for Panama. His permanent address is 248 West 105th Street, New York City, where all letters will reach him.

Attorney Donald G. McVean, one of our Associate members in Iloilo, was in Manila on business the latter part of June.

Associate Member W. W. Harn of Cavite has returned to the Philippines from a vacation in the United States.

Associate Member Paul A. Gulick, now stationed in Baguio, was in town the latter part of last month for a week's visit.

Associate Member Fred C. Fisher is back in Manila after several months' absence in the United States on vacation.

A booklet containing three of the best articles on the Philippine situation that have appeared in this JOUNNAL has been printed and sent to the secretaries of 2,500 chambers of commerce in the United States.

J. B. Jonsen, until recently owner and editor of a commercial daily of Los Angeles, has joined the staff of the *Manila Times* as commercial editor. Mr. Jonsen has become an Associate member of the Chamber.

The new plans for the Chamber quarters include a special rest room for the ladies on the ground floor. It will occupy the premises formerly occupied by Moody, Barnes and Company and will be reached from the lobby.

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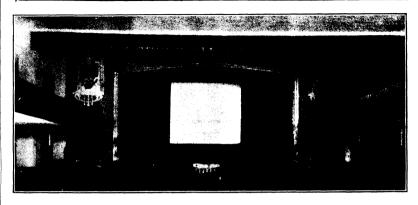
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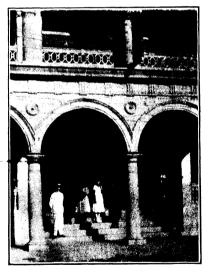


#### Iloilo Boasts of Finest Theater in P. I.



Interior of Lux Theater. Iloilo, taken from main entrance downstairs

A landmark in American-Filipino cooperative business enterprise in the provinces was established on May 7, 1922, when the Lux theater, claimed by the owner and operators to be the finest theater in the Philippines, opened its doors to the public in Iloilo. Ten thousand people were entertained with a free show on opening day, and, according to Manager William Horstman, who put through the pro-



Exterior, Lux Theater, Iloilo Manager Horstman with staff of ticket sellers and ushers

ject, all were impressed favorably with the new playhouse.

The building is owned by Julio The building is owned by Julio Javellana and represents an investment of \$30,000 in land and \$60,000 in construction. The equipment installed by the Universal Film Manufacturing Company of New York, who have taken a ten-year lease on the theater, is worth ₱20,000, making a total investment of ₱110,000.

With a frontage of 18 meters, the building has a depth of 43 meters. It has two stories and is furnished with the most modern sanitary and cooling equipment. Both vaudeville and film shows can be given, as there is a roomy stage, 7 meters by 18 meters in dimension. The screen is of concrete and forms a perfect background for the cinema projections. A good orchestra furnishes the music. There are two good Simplex projecting machines. The theater has its own power plant of 20 horse power, 10 kilowatt. Artistic decorations make the interior attractive.

The building was put up in four months by M. Cacho, one of the younger generation of Filipino engineers, and is a credit to his ability as a constructor.

The seating capacity is 300 upstairs and 700 ownstairs. The stage curtain is of dark red downstairs. plush, the opening being 12 meters wide and 7 meters high. Four exhaust fans in the ceiling ventilate the interior and keep it cool.

Mr. Horstman, the moving spirit of the enterprise, is one of the original old-timers in the

terprise, is one of the original old-timers in the Islands having come here with the 6th United States Infantry. Mr. Javellano, the owner, is one of the most popular Filipinos of Iloilo. The show runs from 9 a. m. until 11 p. m. daily, and there are three changes of program a week, on Sunday, Wednesday and Friday. Prices are 20 and 50 centavos.

#### TRANSIT CERTIFICATES REPLACE PASSPORTS

(Continued from page 16)
requires a visaed passport from aliens coming to the United States.

"This Government has, however, notified

foreign governments that visas are not required of aliens visiting ashore from vessels making a port of call, nor for aliens in transit through the United States en route to another country, although persons in the latter category are required to have transit certificates, the charge for which is a fee of one dollar. The foreign governments have been asked to grant reciprocal facilities to American citizens. Most of the countries which have replied to the Department's communication have complied with its request and authorized their diplomatic and consular officers to issue visas valid for transit through their countries for which a sum equiv-alent to one dollar will be charged. I may add that the Swiss and Belgian Governments have advised the Department that visas will not be required of American citizens desiring to visit those countries. The Government of the Netherlands has advised the Department that no visa will be required of an American citizen who contemplates passing through Holland or merely contemplates passing through Holland or merely staying in that country for a period of less than eight days. I may add further that, under a ruling of the Attornev General based on the provisions of a Joint Resolution of Congress, approved on March 3, 1921, all persons departing from the United States are permitted to do so without having in their possession passports or other travel documents."

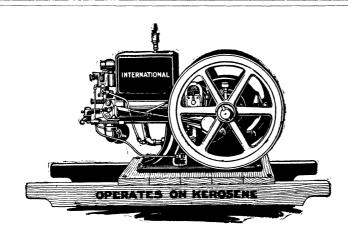
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## CONSUL GENERAL CHOW TELLS STORY OF CHINA'S TROUBLES

"The Chinese Situation and the Personality of Its Leaders," was the topic chosen by Consul General Chow Kwo Hsien, speaking at the luncheon of this Chamber on Wednesday, June 21. Mr. Chow vividly sketched the history of the Chinese revolutionary movement from its inception, in 1911, and attempted to show that the disintegration of China as a people is impossible, even though the people of China as a whole have not as yet acquired the modern concept of nationalism. "China," he declared, "is a civilization, a culture, a heritage of 5,000 years. It cannot be dissolved over night." He said in part:

#### YUAN SHI KAT'S TROUBLES

"Foreigners are frequently confused by the political situation in China. They wonder why the North is fighting the South; why part of the North sometimes fights another part of the North, and why a section of the South is sometimes aligned against another portion of the South. These alignments of factions are sometimes hard to explain, but I shall try to give you as clear an outline of the present situation as I can.

uation as I can,

"The change from the Manchu dynasty to
the Republic in China involved a tremendous
change in philosophy, culture, politics and outlook. The Republic was established in 1912.
Before that, Dr. Sun Yat Sen had established
a provisional government at Nanking. He
was elected provisional president of China by
the National Council, but later resigned in favor
of Yuan Shi Kai, who was the strongest man
in China at the time and controlled most of
the military forces. The National Council
was moved to Pcking, where the National Assembly was convoked in 1912. The Assembly,
or Parliament, was opposed by Yuan, who lacked
the patience to 'fool around' with a group of
young, radical legislators. On the other hand,
the Assembly fought Yuan Shi Kai on the ground
that he was displaying monarchical tendencies.
One thing they had against him was the socalled 'reorganization loan.' In order to prevent this loan, the Assembly sent a delegation
to the Hongkong-Shanghai Bank at midnight,
"Yuan finally dissolved the Parliament and

"Yuan finally dissolved the Parliament and formed an Advisory Council composed of his own men. This arrangement continued until 1915, when he launched a monarchical campaign. It should be stated here that previous to his campaign he had conducted an active propaganda having as its object the gaining of public support for his candidacy to the throne. As a result, Peking was flooded with telegrams urging Yuan Shi Kai to become Emperor. These messages came from all over China. Yuan assumed the throne, but met with strong opposition. The great moving spirit against him was Liang Chi Chao, a journalist and patriot, who was aided and abetted by General Cheng Chui Ming. The latter went out to start a revolution while Liang wrote strong articles in opposition to Yuan. Finally feeling turned against Yuan Shi Kai and favored a republic. After being emperor for about two months Yuan resigned the throne. The most liberal thinkers in China thought he should have resigned as president. Yuan was forced to admit that hwas mistaken as to the desire of the people of China for a monarchy. Broken-hearted, he died.

#### MIDSUMMER MOON MONARCHY

"Vice-President Li Yuan Hung succeeded Yuan in 1917. The same year Parliament was again dissolved, on the ground that it obstructed the business of the country—especially because of its opposition to entering the war on the side of the Allies. When President Wilson advised China to enter the war on the side of the Allies, the liberal faction in Peking declared war on Germany. In 1917, when Parliament was dissolved, General Chang Hsun reestablished the Manchu régime for about eight days. It is called the Midsummer Moon Monarchy. Then Liang Chi Chao and Tuan Chi Jui fought Chang Liang Chi Chao and Tuan Chi Jui fought Chang

Hun and won. They recalled the Second

The South says that the North has no right dissolve Parliament. The North maintains that the constitution does not prohibit the dis-solution of Parliament. The Liberal southern leaders claim that Parliament is the only instrument by which China can be modernized, while the North maintains that Parliament is not the paracea for all of the country's ills. The Parparacea for all of the country's ills. The Parliament, as a matter of fact, has lost much support because of the bad men who compose it. The crux of the argument is whether the nation exists for the Parliament or the Parliament exists for the nation. The North is influenced more by practical politics, the South by ideals, theories. The North thinks that a strong man should be given full power, by peaceful or forceful means.

#### DEMOCRACY A FOREIGN CONCEPT

'In every country there is a 'leader' class and 'mass' class. The 'leader' class explains and a 'mass' class. The 'leader' class explains and contemplates; the masses follow and enjoy the

work of the leaders.
"If in 400,000,000 people you find so many indifferent, it is hard to solve the problem of government by the instrumentality of Parliament, which is supposed to represent the public; and how can the members of Parliament do their work properly if they lack support from the prov-inces they are supposed to represent?

"('hina has survived, not as a nation but as a people; not so much a nation as a continent. She has a civilization based on 50 centuries of experience. How can the western savants come over and tell China she must adopt democracy, something foreign to her concepts? We only ask for time to prove that China is able to evolve out of chaos—by virtue of the qualities of her people and the stability of her institutions that have survived through centuries-a government that is best suited to her needs.
"Take the word 'patriotism.' We

We Chinese have a different concept of it. Love of country as such does not appeal to us—but love of race

does. We have a strong racial feeling.
"China looks to America as the source of knowledge that is power. The Republic of China is linked with America in the same sense that America is linked to Greek thought through

After the dissolution of the second Parliament, Sun Yat Sen and Wu Ting Fang went to the South to establish a new government. belief is that nothing good can come out of the belief is that nothing good can come out of the North—the Peking régime—except by a mani-festation of force on his part, and so he started an expedition to the North on a capital of \$10,000,000 in paper. Like the famous Pirates of Penzance, 'they are always going to glory but never get there.' General Cheng Chu Ming refused to support the invasion, and now a \*upture has come between the two.

#### ALL LEADERS HAVE HIGH MOTIVES

"It would be kind to say that the Southern government is legal, inasmuch as only two prov-inces, Canton and Changsi, compose it. The South controls only 232 representatives out of 870 in the Chinese Parliament, in which threefourths of the total number of members constiture a quorum and a decision can be made only

by a three-fourths vote.

"No matter what the sectional differences are, however, all the Chinese leaders are desirous of establishing a strong Chinese nation. They look to America as a model. Chinese students admire America and take American standards

as a criterion.

The Chinese think that the world cannot be made safe for democracy unless China, which is about one-fourth of the world, is made safe. about one-fourth of the world, is made sale. We want to make democracy safe for the world. Clina may not be a Republic in fact, but she is a republic in aspiration. Her leaders at least ascire to democracy—all are imbued with the hijest motives; they all want to make China a strong republic. They differ only in methods. There is no fear that China will disintegrate. She compared disintegrate. She is too hight. She cannot disintegrate. She is too big, too

nogeneous. Like the Yangtse river which madly rushes on through the rapids, and then flows along smoothly and peaceably to the sea, so China, the nation, rolls on to peace and future greatness.'



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#### RECENT INCORPORATIONS

May 4, 1922

SAN JUAN ENGINEERING COMPANY, Manila; eneral construction; capital stock \$\mathbb{P}10,000, general construction; capital stock P10,000, subscribed P2,000, paid up P500; Directors: L. C. Miller (treasurer), M. P. Mull, T. A. Fitzgerald, Irving Hart, José de Guzman.

May 22, 1922

Domingo Legarda & Co., Inc., Manila; export and import; capital stock ₱18,000, subscribed ₱3,600, paid up ₱1,950; Directors; Nicanor S. Santos, Salvador France, Escolástico Guerrero, Rufina Robles, Domingo Legarda.

May 26, 1922

EL MAYON, INCORPORATED, Manila; import and export; capital stock P150,000, subscribed and paid up P30,000; Directors: M. Shoji, T. Kitajima (treasurer), G. Choji, T. Morokuma, M. de Jesus.

INSULAR EMPLOYMENT BUREAU, Manila; capital stock \$\mathbb{P}\$15,000, subscribed \$\mathbb{P}\$5,900, paid up \$\mathbb{P}\$1,490; Directors: H. D. Chamberlain (treasurer), A. Weinberg, C. D. Cecilio, Mrs. H. D. Chamberlain, R. Ramirez.

IMPRENTA MANILENSE, INC., Iloilo; printing; capital stock P75,000, subscribed P29,200, paid up P28,600; Directors: Cesareo Medina, Eriberto Gonzalez, Evelio Zaldivar, Donato de la Llana, José V. Medina (treasurer), Venancio Malacaman.

LAGUNA STADIUM, INC., San Pablo, Laguna; amusements and athletics; capital stock \$\mathbb{P}50,000\$, subscribed \$\mathbb{P}10,000\$, paid up \$\mathbb{P}2,500\$; Directors: José M. Casal, Roman Ozaeta, Arturo O. Josue, Antolin Capili (treasurer), Deogracias Barrio, Cándido del Rosario, Elpidio Torres.

May 29, 1922

RIZAL-MABINI EDUCATIONAL ASSOCIATION, Manila; educational institution; capital stock P30,000, subscribed P6,000, paid up P3,500 Trustees; Victoriano A. Llopiz, Mariano Piedad, Teodoro Mendiola (treasurer), Andrés S. Nicolas, Fernando Gorospe.

May 31, 1922

QUIONG JO TONGYEC & Co., INC., Vigan, Ilocos Sur; general merchandise, wholesale and retail; capital stock \$10,000, subscribed and paid up \$75,000; Directors: Luis A. Chan Chinjuat, Gregorio Formoso Que Fucco (treasurer), Chan Teh, Ong Kieng, Go Juco.
The Antipolo Lime Kilm Co., Inc., Manila;

capital stock P100,000, subscribed and paid up P81,000; Directors: Claudio M. Fernandez (treasurer), Mariano Roxas, Epimaco Molina, Eduardo M. Gross, Juana C. Molina.

June 3, 1922

TROPICAL TRADERS, LTD., Manila; general merchandise; capital stock ₱50,000, subscribed ₱10,000, paid up ₱2,500; Directors: E. Newman, J. B. Lammoglia, D. Walstrom, W. Bodmer (treasurer), P. Grandi.

June 7, 1922

NATIONAL BROKERAGE COMPANY, Manila; general brokerage and investment; capital stock P10,000, subscribed P2,000, paid up P500 Directors: B. Roque, J. M. Martin, C. Bent, L. Reyes, I. B. Dexter (treasurer).

June 10, 1922

REYES & REYES, INC., Manila; to operate moving picture shows and deal in films and cinematograph supplies; capital stock \$\frac{7}{2}100,000\$; subscribed and paid up \$\frac{7}{2}0,000\$; Directors: Carmen G. Viuda de Reyes, José J. Reyes, Gaston O'Farrell, Carlos G. Geron (treasurer). Juana N. Reyes.

June 15, 1922

CUYAPO INSTITUTE, INC., Cuyapo, Nueva Ecija; educational institution; capital stock ₱10,000, subscribed ₱2,020, paid up ₱1,020 Directors: Tiburcio Verzola, Eufronio Verzola (treasurer), Cristobal Mendoza, Pelagio ₱. Flores, Antonio de Guzman.

Tune 19, 1922

PHILIPPINE ACADECUM COLLEGE, INC., Manila; ducational institution; capital stock P26,000, subscribed P5,700, paid up P1,685; Directors: L de Leon, Numeriano S. Aldaba (treasurer), Leonardo E. Cochico, Hilario P. Reynara, com Talentino P. Cochico, P. Reynara, Sotero Tolentino y Corpus.

June 20, 1922
HERRERA, JAMELO AND COMPANY, INC., Jaro, Iloilo; general merchandising; capital stock P45,000, subscribed ₱10,000, paid up ₱2,500; Directors: Zacarias Jamelo, Jorge Herrera, Santiago de la Roas (treasurer), Ruperto S. Javier, Pablo Jamelo.

#### FOREIGN

FOLIAGO May 15, 1922
FELTMAN BROS. & HERMEL, INC., New York; Philippine office, Manila; buy, sell, manufacture and import infants' wear and general merchandise; capital stock ₱200,000, subscribed and paid up ₱186,000; 'Agent, Chas. Feltman.

June 8, 1922

St. Paul Fire and Marine Insurance Company, Minnesota, U.S.A.; Philippine office, Manila; capital stock, fully paid up, \$\mathbf{P}2,000,000; Agent, J. R. Redfern.

#### OUR COVER PORTRAIT

Major General Henry W. Lawton, U. S. Volunteers, is one of the sterling Americans who gave their lives to the work of establishing peace and order in the Philippines. Considered one of the ablest leaders of the United States Army, his personal bravery inspired his subordinates, but led him to his death in a battle near San Mateo, Rizal, on December 19, 1899.

General Lawton was born in 1843. At the age of 18 he enlisted in Indiana for the Civil War. At 19 years of age he was a captain and at 22 a colonel. He studied law at Harvard University, but accepted a commission in the Regular Army in 1867. He took a conspicuous part in the frontier activities against the Indians, leading the column that chased the Apaches into Mexico and later captured Geronimo. General Lawton held several staff positions in the course of his military career. At the outbreak of the Spanish-American war he was an Inspector-General. He led one of the three divisions in Cuba. In March, 1899, he was sent to the Philippines with the U. S. reinforcements for the insurrection and was placed in command of the First Division which carried on a campaign north of Manila in April and May, 1899. For a few weeks he was recalled by General Otis because of armistice negotiations, and when these failed he resumed his advance from Angat, Bulacan, on May 1, capturing Bustos and Baliuag with a large quantity of insurrecto stores. He was recalled from Arayat to Manila on May 27. Old-timers declare that there was consider-

able personal feeling between General Otis, then in command, and General Lawton, as it was in command, and General Lawton, as it was suspected that the latter was slated to succeed Otis. At any rate, while in Manila, between small but successful expeditions in the vicinity of the capital, General Lawton had outlined a plan for a comprehensive campaign in southern Luzon and was waiting for General Otis to approve it. Some Filipino bands were giving truble in the vicinity of the San Luan del Montrouble in the vicinity of the San Juan del Monte Water Works and the country beyond. General Lawton, on the night of December 18, in a drenching rainstorm, started out with a small band of men for the scene of the trouble. They marched all night and at daylight reached an intenched Filipino position near San Mateo. About 300 Filipinos occupied the position. ullory firing opened at 8 a.m. Lieutenant Breck-emidge, one of General Lawton's aides, was wounded in the arm and back. General Law-ton helped carry him to the rear, and hardly had the wounded officer been placed out of danger, when General Lawton started back alone for the front line along the river bank. While tro-sing a muddy field directly across from the Filipino trenches he was shot through the lungs and died almost instantaneously.

## E. VIEGELMANN & CO., Inc.

MANILA, P. I.

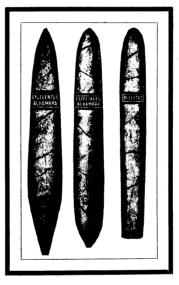
IMPORTERS of: Textiles, Hardware, Sundry Goods.

EXPORTERS of: Copra, Coconut Oil, Hemp, Tobacco,

Cigars, Gums, Shells, Hats, Embroid-

eries, Pearl Buttons.

AGENTS of: Hamburg American Line of steamers.



### THE BROWN LABEL TRIO

WHAT PICTURE COULD BET-TER REPRESENT SUCH AB-SOLUTE CIGAR SATISFACTION?

THESE CIGARS ARE SO POPULAR THAT THEY ARE WANTONLY IMITATED

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1021

P12,225,379.15

262.893.50

1920

P12,377,609.99 (60,617.06)

## AMERICAN GOLD AND SILVER INSTITUTE ESTABLISHED

II. N. Lawrie, formerly Economist and Chief of the Precious Metals Division of the American Mining Congress, has been made managing director of the American Gold and Silver Institute, just established in Washington, D.C., with headquarters in the Munsey building. One of the main objects of the Institute appears to be the maintenance of a universal gold standard, to be effected through an international conference called by the United States. Special research and statistical work of importance to the gold mining industry is being conducted.

Membership in the Institute is fixed at a minimum subscription of \$25, which entitles the subscriber to the bulletins and other publications of the organization for one year. The announcement of the formation of the Institute says:

"It is expected that a complete response to brogram and contribute something toward the cost of the Institute's research and general activities. That the full program may be realized, it will be necessary for those companies financially able to do so to contribute proportionately in excess of the minimum.

"The American Gold and Silver Institute

"The American Gold and Silver Institute expects hearty coöperation and financial support from every producer of gold and silver, not merely because dependence is placed upon adequate financing, but—fully as important—that the advantages of complete unity may be afforded."

Dr. Alexander, chief engineer of the Allgemeine Electricitats Gesellschaft of Germany, has arrived in the Dutch East Indies for the purpose of studying electrification plans of the railways which have been sanctioned by the home government. Various German, Swiss, and American concerns are on the ground ready to bid for the work.

#### Statistical Review

#### MANILA RAILROAD COMPANY

#### INCOME ACCOUNT STATEMENT

(From the Annual Report for the year ended December 31, 1921.)

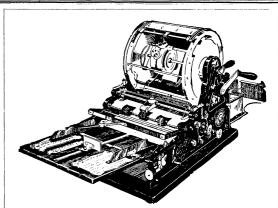
#### OPERATING INCOME

TOTAL...
Balance transferred to profit and loss.....

Railway operating revenues:

Rankay operating retenates.	1750	1751
Transportation—Rail line Transportation—Water line. Incidental.	P11,568,011.05 267,294.73 131,093.82	P11,978,509.33 192,484.52 103,304.85
NON-OPERATING INCOME		
Hire of freight cars. Rent from locomotives. Rent from lease of road	1,713.92 2,251.00	1,566.57 484.25
Miscellaneous rent income	8,219.65	3,577.72
Dividend income. Income from funded securities. Income from unfunded securities. Miscellancous income.	4,337.00 327,685.11 6,385.75	2,190,88 203,178,27 2,976,27
Total	P12,316,992.93	P12,488,272.63
OPERATING EXPENSES		
Railway operating expenses:		
Maintenance of way and structures.  Maintenance of equipment Depreciation of equipment. Traffic. Transportation—Rail line. Transportation—Water line. General. Transportation for investment.	2,160.627.13 838,815.34 349,875.88 39,444.16 5,738,660.09 289,954.96 507,569.41 (58,830.48)	2,013,172.54 1,085,923.78 393,887.95 48,270.23 5,217,868.59 280,672.85 632,513.80 (165,502.62)
Other railway operating expenses:		
Railway tax accruals Uncollectible railway revenues	8,078.36 126.37	26.2.85
DEDUCTION FROM GROSS INCOME		
Hire of freight cars. Interest on funded debt. Interest on unfunded debt. Income applied to sinking and other reserve fund.	2,430,800.00 68,000.77 4,488.00	$\substack{\frac{103.95}{2,572,877.38} \\ 140.839.80 \\ 4,488.00}$





#### SAVE MONEY

on your printing. Office forms, circular letters, bulletins, price lists, plans, specification sheets, detail drawings and many other things can be turned out at a rapid rate and at a low cost on the

#### MIMEOGRAPH.

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OFFICE SUPPLIES DEPARTMENT

ERLANGER & GALINGER, Inc. ROXAS BLDG. MANILA

W. H. Anderson & Co., Cebu

#### CONSOLIDATED BANK REPORTS, MAY TO JUNE, 1922

By BEN F. WRIGHT, Special Bank Examiner

		Week ending May 20	Week ending May 27	Week ending June 3	Week ending June 10	Week ending June 17
1.	Loans, discounts and overdrafts.	P182.067.200	P188.737.702	₱187,113,678	P186,380,763	₱185,657,183
2	Investments	29,902,306	29.940.982	28.507.476	30.051.104	29.228.743
3.	Due from banks, agencies and	117,700,000	27,710,702	,,	,	
.,,	branches in Philippine Islands	51,035,445	50.888.805	50,349,438	48,941,638	49.825.313
4.	Due from head office	5,213,330	5.263.471	6,013,285	5,538,162	5,920,662
5.	Due from other banks	9,110,792	6.891.078	6,600,128	8,387,168	6,764,384
6.	Cash on hand:	.,	.,		.,	
	(a) Treasury certificates	10,395,326	10,337,399	10,368,507	10,783,071	11,020,359
	(b) Other cash available for re-					
	serve	243,425	239,824	215,279	166,608	198,270
	(c) Bank notes	2,482,804	2,336,585	1,853,824	2,333,918	2,572,679
	(d) Other cash	359,945	488,779	342,936	345,877	454,729
	Total	13,481,502	13,402,587	12,780,546	13,629,474	14,246,037
7.	Resources, (not a total of above					
	items)	307,685,065	302,240,071	303,342,515	303,860,572	302,191,941
8.	Demand deposits	98,970,040	98,656,702	99,169,834	99,676,168	65,377,110
9.	Time deposits	21,304,810	25,060,767	21,552,012	21,640,323	56,256,994
10.	Due to head office	45,915,562	40,425,891	45,227,743	45,387,598	46,970,853
11.	Due to banks, agencies and					
	branches in the Philippine					
	_ Islands	6,145,141	3,482,329	3,815,123	4,340,229	4,305,420
	Due to other banks	18,215,283	19,267,160	17,947,113	17,048,046	15,599,550
13.	Exchange bought since last					
	_ report—spot	3,564,293	5,583,054	2,673,857	2,074,637	2,733,865
14.	Exchange sold since last report—			2 222 425	2 402 400	2 550 205
	_ spot	3,667,891	4,615,666	3,020,125	3,182,108	3,570,287
15.	Exchange bought since last	2 2 4 2 4 2 4		4 004 004	4 440 550	4 5 40 007
	report—future	3,260,494	3,718,877	4,921,904	4,118,570	4,549,807
16.	Exchange sold since last report-	2,005,000	5,305,555	2,040,781	2,952,911	3,001,035
17.	future	2,005,000	3,303,333	2,040,781	2,932,911	3,001,033
17.	since last report	21,755,303	20,776,512	21.037.995	21,252,769	24.981.034
18	Net circulation	41,391,834	41.391.834	41.391.834	41.391.834	41.391.704
10.	ace circulations	T1,391,034	71,091,004	11,071,007	,071,007	11.0.91.104

#### CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant, Treasury Bureau

Pesos, subsidiary and minor coins	P 21,290,809.02	P 21,251,642.42	P 21,157,960.12	P 20,915,831.61
Treasury certificates	38,508,902.10	37,866,067.60	37,593,439.10	37,389,791.60
Bank notes:				
Bank of the Philippine Islands	8,880,672.50	8,883,102.50	8,998,102.50	8,998,102.50
Philippine National Bank	32,694,032.75	32,694,032.75	32,886,339.45	32,393,732.20
_				

Total circulation....... P101,374,416.37 P100,694,845.27 P100,635,841.17 P 99,697,457.91

Feb. 28, 1922 March 31, 1922 April 30, 1922 May 31, 1922

#### TRADE STATISTICS PRINCIPAL IMPORTS

	FKI	NCIF	AL IMPORT	0				
		Ma	v			7	Monthly avera	ge for
Article	1922		1921		April, 192		2 months, May	
Atticle	1922		1921		April, 192	2 1		
							to April 19	122
	Value	%	Value	%	Value	%	Value	%
Iron and steel, incl. machinery	P 1.473.043	10.2	P 4.107.937	26.5	P 1.505,067	12.3	P 2,462,496	16.8
Cotton cloths	2.971.334	20.6	1.273.244	8.2	3,938,760	32.2	2,165,174	14.8
Other cotton goods	1.266,190	8.8	900.575	5.8	943,353	7.7	912,712	6.2
		1.8			75,498	0.6	735,908	5.0
Gasoline	257,341		130,002	0.8		0.0		
Illuminating oil	767,623	5.3	66,111	0.4	7,241		550,372	3.7
Wheat flour	816,398	5.7	341,220	2.2	373,456	3.0	494,566	3.4
Meat products	760,920	5.3	250,645	1.7	264,753	2.1	397,200	2.7
Coal	364.772	2.5	256,638	1.7	188,328	1.5	430,306	2.9
Paper and manufactures of	290,482	2.0	666,763	4.3	251,081	2.1	364,947	2.5
	377,216	2.6	88,458	0.6	142,602	ī. i	372,205	2.5
Dairy products								
Lubricating and other oils	148,971	1.0	181,038	1.2	94,513	0.8	322,298	2.2
Rice	127,632	0,9	844,365	5.5	108,274	0.9	230,061	1.6
Cattle and carabao	72,159	0.5	249,940	1.6	40,555	0.3	262,925	1.8
Silk goods	305,308	2.1	417,388	2.6	339.721	2.8	266,900	1.8
Electrical goods	293,170	2.0	304,376	1.9	115,733	0.9	223,574	1.5
T. Lucas Books	274,459	1.9	13,632	0.1	284,926	2.3	200.924	1.4
Tobacco goods			174,743	1.1	202.348	1.6	203,771	1.4
Chemicals, drugs, dyes, etc	265,274	1.8						
Vegetables	223,964	1.5	228,039	1.5	217.945	1.7	217,006	1.5
Fish products	314,500	2.2	160,611	1.0	190,819	1.5	190,445	1.3
Explosives	46,841	0.3	3,571		1,754		147,801	1.0
Fruits and nuts	76.607	0.5	153,644	1.0	81,308	0.7	136,769	0.9
Cement	68,554	0.5	229,870	1.5	88.342	0.7	138,390	0.9
Spirituous liquors	63.766	0.4	306,138	2.0	48,184	0.4	103,669	0.7
Wlan and	88,753	0.6	49.264	0.3	104.250	0.9	81,178	0.6
Woolen goods	117,507	0.8	92.866	0.6	103,136	0.8	77,775	0.5
Perfumery, cosmetics, etc								0.5
Leither goods	126,177	0.9	85,797	0.6	89,945	0.7	78,566	
India rubber goods	54,702	0.4	99,212	0.6	68,177	0.6	70,717	0.5
Shoes.	114,527	0.8	129,550	0.8	69,145	0.6	75,427	0.5
Coffee	66,600	0.5	86,493	0.6	12,412	0.1	69,602	0.5
Crade oil	385		18,400	0.1			51,502	0.3
Matches	127,117	0.9	40.348	0.3	63,719	0.5	71,147	0.5
Earthen, stone, china ware	75,953	0.5	75,622	0.5	61,060	0.5	65,010	0.4
Sarthen, Stone, China ware	62.073	0.4	94,296	0.6	42.227	0.3	43,744	0.3
Sugar and molasses				0.6	75.091	0.6	48.098	0.3
Paints, varnish, pigments, etc	65,991	0.4	92,303					
Soc.p	47,203	0.3	20,444	0, 1	76,495	0.6	53,563	0.4
Motion picture films	24,818	0.2	48,013		21,123	0.2	44,787	0.3
Dumonds and other precious stones,								
unset	25.956	0.2	5,234		24,239	0.2	22,174	0.2
Agricultural implements	6,380		51.498	0.3	1,527		11.353	0.1
Sporting goods	26,505	0.2	25,968	0.2	32,406	0.3	18.945	0.1
Antonia City	108,989	0.8	231.058	1.5	134,688	1.1	108,567	0.7
Automobiles					132,146	1.0	108,400	0.7
Automobile tires	169,364	1.2	166,670	1.1			103,319	0.7
Automobile accessories	30,165	0.2	154,388	1.0	80,985	0.7		
Eggs	98,005	0.7	175,160	1.1	101,840	0.8	136,520	0.9
All others	1,371,524	9.5	2,462,227	15.9	1,496,549	12.2	1,838,337	12.4
-								
Total	P14,435,218	99.9	P15,513,759	100.0	P12,295,721	99.8	P14,709,050	99.9

## Squires-Bingham Co.

15 PLAZA GOITI

Exclusive Philippine Agents for: HARLEY-DAVIDSON MOTORCYCLES AND SIDECARS

RACYCLE BICYCLES

BANCROFT TENNIS RACKETS

PENNSYLVANIA HANDMADE TENNIS BALLS

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WE ARE NEXT TO THE CUSTOMHOUSE

P15,731,602 100.0

			P	RINCIPAL	EXPORTS							
•	Ма	ıy, 1922		Ma	ny, 1921		Ap	ril, 1922	N		age for 12 mor to April 192	
Sugar Copra Hemp Coconut oil Cigars Leaf tobacco. Embroideries. Maguey Copra meal. Hats. Knotted hemp Cordage Lumber, cu. m. All other domestic exports.	Quantity 47,017,082 8,030,752 13,160,702 12,797,280 25,775,143 938,388 996,064 6,531,436 30,634 49,052 164,102 2,294	259,999 457,570 150,530 202,545 65,535 81,610 67,096	% 36.9 8.5 16.2 22.8 4.6 1.5 2.5 0.4 0.5 0.4 0.6 2.1	Quantity 36,715,047 8,162,717 5,280,501 4,522,495 6,611,571 2,080,264 714,296 1,347,529 39,674 87,680 1,784	Value P 8,209,598 1,383,265 1,454,145 1,703,609 263,765 974,149 804,062 112,047 47,514 106,150 44,075 110,933 303,3465	51.6 8.8 9.2 10.8 1.6 6.2 5.1 0.7 0.3 0.6	Quantity 82,603,867 8,941,656 14,611,653 9,832,444 14,417,351 1,127,939 1,273,353 6,826,552 30,792 49,769 183,122 6,893	Value P12,092,338 1,514,292 3,173,113 3,146,597 685,382 264,634 451,766 216,543 218,492 86,076 87,726 78,195 203,669 336,262	52.0 6.5 13.5 13.4 2.9 1.1 1.9 0.9 0.4 0.4 0.4 0.3 0.9	Quantity 33,076,916 14,581,551 10,311,949 8,449,965 15,248,305 1,513,776 1,171,975 5,670,053 18,238 12,872 161,650 2,291	2,440,508 2,387,506 2,710,978 612,200 574,118 650,839 179,583 166,577 50,310 24,208	32.0 15.6 15.1 17.0 3.9 3.7 4.2 1.1 0.3 0.2 0.5 0.8
Total domestic exports  Exports of United States products  Exports of foreign products		P17,159,349 159,959 6,016	99.1 0.9		P15,516,777 318,398 37,473	97.8 2.0 0.2		P22,555,085 681,308 137,077	96.5 2.9 0.6		P15,318,486 349,475 63.641	97.4 2.2 0.4

P17,325,324 100.0 P15,872,648 100.0 Note:-All quantities are in kilos, except for cigars and hats, for which actual number of units is given, and lumber, which is given in cubic meters.

## Announcement

Total exports.....

From and after July 1, 1922, Mr. F. J. PERRINE will conduct a general Customs Brokerage office at 20 Plaza Moraga

	EXPO	RTS P	Y COUNTR	IES		N	Ionthly avera	ge for
		Ma	v		April, 192	2 12	2 months, May	192
Countries	1922		1921				to April 19	22
	Value	%	Value	%	Value	%	Value	- %
United States	P13,312,657	76.9	P11,106,310	70.0	P17,225,562	73.5	P 9,901,634	63.
Japan	392,547	2.3	814.362	5.2	1,275,833	5.5	1,059,498	6
China	243,200	1.4	317,824	2.0	653,131	2.8	474,342	3
United Kingdom	587,771	3.4	370,552	2.3	1,083,708	4.6	837,640	5
Hongkong	741,680	4.3	1,079,775	6.9	868,891	3.7	646,411	4.
Germany	835,375	4.8	29,275	0, 2	806,096	3.5	710,230	4
British East Indies	131,109	0.8	375,410	2.3	191,815	0.8	226,978	- 1
France	32,100	0.2	324,461	2.0	383,442	1.7	381,054	2
Australasia	135,815	0.8	136,771	0.9	96,194	0.4	107,836	0
Netherlands	165,375	0.9	481,777	3.0	236,947	1.2	450,434	2
Dutch East Indies	14,425	0.1	38,820	0.2	30,719	0.1	32,062	0
Canada	84,282	0.5			183,857	0.8	82,451	0
French East Indies	19,475	0.1	12,865		11,739		13,702	0
Spain	400,118	2.3	696,806	4.4	126,208	0.5	619,664	3
Italy	42,731	0.2			89,441	0.4	43,331	0
Switzerland	4,813		14,510	0.1	18,532		7,059	
Belgium	78,277	0.4	16,160	0.1	70,108	0.3	66,841	0
Japanese-China			798		397		6,294	
Siam	15,361	0.1	5,976		6,966		. 7,138	
Norway	100		•					
Sweden							10	
Austria							26,836	0
Denmark	1,600							
All other countries	86,513	0.5	50,196	0.3	13,884		30,156	0
Total	P17 325 324	100.0	P15.872.648	99 9	P23.473.470	99.8	P15,731,601	99

P23.373.470 100.0

	IMPORTS BY COUNTRIES					Monthly average for				
		May				April, 1922 12 months, May 1921				
Countries	1922	1922 1921				to April 1922				
	Value	%	Value	%	Value	%	Value	176		
United States		61.1	P 9,011,224	58.1	P 8,284,567	67.0				
Japan		11.8	1,457,745	9.5	1,196,245	9.9	1,528,840			
China	1,450,728	10.0	1,166,769	7.5	1,191,913	9.9	1,439,731	9.9		
United Kingdom	660,017	4.6	916,974	5.9	467,362	3.8	550,609	3.8		
Hongkong	28,957	0.2	26,842	0.2	30,200	0.2	14,764	0.1		
Spain	104,113	0.7	154,068	1.0	8,910		86,078	0.6		
British East Indies	197,387	1.4	217,045	1.4	286,444	2.4	196,214	1.4		
French East Indies	170,009	1.2	578,582	3,7	137,598		333,415			
Siam	12,509	0.1	544,807	3.5	13,629	0.1	141,702	1.0		
Dutch East Indies	277,232	1.9	332,342	2.1	166,089	1.4	413,163	2.8		
Australasia	665,568	4.6	270,412	1.7	234,692	1.9	359,518	2.5		
France	90,450	0.6	208,778	1.3	78,658	0.6	153,159	1.0		
Germany	49,667	0.3	198,915	1.3	33,846	0.3	90,321	0.6		
Switzerland	73,991	0.5	188,270	1.2	72,597	0.6	123,035	0.8		
Canada	56,771	0.4	158,311 .	. 1.1			33,258	0.2		
Netherlands	17,782	0.1	26,055	0.2	32,885	0.3	34,654	0.2		
Austria	11		19,699	0.1	1,062		2,435			
Italy	1,038		13,020	0.1	14,346	0.1	10,019			
Norway	565		4,118		6,901		1,531			
Belgium	7,956		3,220		7,184		4,391			
Denmark	6,206		991				4,365			
Japanese China	54,083	0.4			27,210	0.2	27,820	0.2		
Sweden	2,140				1,318		1,335			
All others	19,652	0.1	15,572	0.1	2,065		8,955			

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118 REAL, INTRAMUROS

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	FOREIGN	TRAF	DE BY COUN	NTRIF	£S.	1	Monthly avera	age for		
Countries	May, 1922		May, 1921		April, 192		2 months, May 192			
						to April 1922				
	Value	%	Value	%	Value	%	Value	76.1		
United States	P22,100,405	69.6	P20,117,534	64.1	P25,510,129	71.5	P19,051,372	63.0		
Japan	2,093,185	6.5	2,272,107	7.2	2,472,078	6.8	2,588,338	8.3		
China	1,693,928	5.4	1,484,593	4.7	1,845,044	5.2	1,914,073	6.3		
United Kingdom	1,247,788	3.9	1,287,526	4.1	1,551,070	4.3	1,388,249	4.5		
Hongkong	770,637	2.4	1,106,617	3.5	899,091	2.5	661,174	2.2		
Spain	504,231	1.6	850,874	2.7	135,118	0.4	705,743	2.3		
British East Indies		1.1	592,455	1.9	478,259	1.4	423,191	1.4		
French East Indies	189,484		591,447	1.9	149,337	0.4	347,117	0.5		
Siam	27,870		550,783	1.8	20,595	0.1	148,839	0.7		
France	122,550		533,230	1.7	462,100	1.3	534,213	1.6		
Netherlands	183,157	0.6	507,832	1.6	269,832	0.7	485,088	1.5		
Australasia	801,383	2.5	407,183	1.3	330,886	0.9	467,354 445,225	1.4		
Dutch East Indies	291,657	0.9	371,162	1.2 0.7	196,808	2.4	800,552	2.6		
Germany	885,042	2.8	228,190	0.7	839,942 91,129	0.3	130,094	0.4		
Switzerland	78,804	0.2 0.5	202,780	0.5	183,857	0.5	115,610	0.4		
Canada	141,053 11	0.5	158,311	0.3	1,062	0.5	29,271	0.1		
Austria	86.233	0.3	19,699 19,380	0.1	77,292	0.2	71,231	0.2		
BelgiumItaly	43,769	0.3	13,020	0.1	103,787	0.2	53,351	0.2		
Norway	43,709	U. 1	4,118		6,901	0.5	1.531			
Denmark	7,806		991		0,701		4,365	ļ		
Japanese-China	54,803	0.2	798		27,607	0.1	34,114	0.1		
Sweden	2.140	0.2	1,70		1,318		1,345	- 1		
All other countries	106,165	0.3	65,768	0.2	15,949		39,211	0.1		
Total	P31,760,542	100.0	P31,386,407	99.9	P35,669,191	99.8	P30,440,651	90.9		

	C	ARRYIN	IG TRADI	E				
Nationality of	May,		May, 192	21	April, 192	2 12	Ionthly average months, May	1921
Vessels Anorican. Brirish. Japonese. Durch. Chinese. Philoppine. Spanish. Vonvegian. Freuch.	7,477,6 1,945,0 320,0 148,5 167,6. 38,2	29 13.7 20 2.3 69 1.1 55 1.2	Value P 5,258,719 7,447,234 1,537,575 484,765 25,060 72,831 147,816 62,181 199,672	34.4 48.8 10.2 3.2 0.2 0.5 1.0 0.4 1.3	Value P 3,340,086 6,985,650 980,853 222,959 123,336 94,797 7,283	28.7 59.0 8.4 1.9 1.1 0.8	to April 192 Value P 5,126,295 6,717,970 1,670,528 397,319 63,899 178,559 105,982 87,663 22,774	22 35.6 47.0 11.5 2.8 0.4 1.2 0.7 0.6 0.2
Total by freight	1°14,023,6°		P15,235,853	100.0		99.9	₱14,370,994 1	00.00
Mail			277,906 P15,513,759		540,757 P12,295,721		338,056 1214,709,050	
			PORTS					
Nationality of	May, 1		May, 192	1	April, 192	2 12	Monthly average months, May	1921
Vessels American. British. Dutch. Japanese. Spanish. Philippine. Swedish. Chinese. German. French.	6,027,61 729,2 1,254,91 421,1 3,5	03 35.7 21 4.3 67 7.4 29 2.5	Value P 5,159,301 5,490,294 2,985,891 1,417,798 60 2,697	34.3 36.5 19.8 9.4	Value P 9,456,307 8,013,181 3,147,032 1,825,313 266,174 77,693 97,443	41.5 35.1 13.7 7.8 1.2 0.3 0.4	to April 19: Value P 5,908,747 5,408,551 1,363,538 1,758,075 270,423 91,529 241,318 47,992 8,120	22 39.1 35.8 9.0 11.6 1.8 0.6 1.6 0.3
Norwegian		58 0.6			600		1,658 50	
Total by freight			P15,057,741 814,907	100.0	P22,883,743 489,727	100.0	P15,100,001 631,600	99.8
Grand Total			P15,872,648		P23,373,470		P15,731,601	
	TO	TAL FOI	REIGN TRA	DE				
Nationality of Vessels	May,	1922	May, 19	21	April, 19.	22 1	Monthly avera 2 months, Maj to April 19	y 1921
American. British. Japanese. Dutch. Spanish. Philippine. Swedish. Chinese.	13,505,2 3,199, 1,049, 459, 171,	208 43.7 296 10.2 241 3.4 422 1.6 165 0.6	Value P10,418,020 12,937,528 2,955,373 3,470,656 147,876 75,528	42.7 9.7 11.4 0.5 0.2	360,971 201,029	37.0 43.0 8.1 9.7 1.0	Value P11,035,041 12,126,518 3,428,605 1,760,858 376,406 270,088 241,323 111,891	5% 37.4 41.1 11.6 6.0 1.3 0.9 0.8 0.4
Norwegian French	101,	12 958 0.3	62,181 199,672	0.2	600 97,443	0, 3	87,713 24,432 8,120	0, 3 0, 1
Total by freight	P30,892,	255 100,0	P30,293,594 1,092,813	99.9		99.9	P29,470,995 969,656	99.9
Total			P31,386,407		P35,669,191		P30,440,651	
		PORT S	STATISTIC	:s				
PORT STATISTICS VALUE OF IMPORTS  Monthly average for May April, 1922 12 months, May 1921								
Ports  Manda. Boilo. Cebu Zamboanga. Jolo. Balabac	64,0	22 450 95.5 539 1.1 214 2.6	1921 Value P14,391,945 788,705 258,962 29,056 41,310 3,782	5 5.1 7 1.6 0 0.2 0 0.3	Value P19,045,561 904,874 516,949 148,279	92.2 4.4 2.5 0.7	to April 1 Value P13,142,960 950,871 454,232 97,919	922
Total					P20,651,381	100.0	P14,709,050	100.00
Manila Iloilo, Cebu Zamboanga, Jolo Balabac	P10,447, 4,600, 2,039, 177, 60,	181 60.1 110 26.8 460 11.5 602 1.2 971 0.4	2,516,00: 158,06 91,226 59:	2 43.4 39.1 2 15.9 1 1.0 6 0.6	3,319,151 1,678,357 127,980 39,317 3,829	23.4 11.8 0 0.9 0.3	2,299,104 184,227 72,373 1,392	20.9 14.6 1.2 0.5
Total	P17,325,		P15,872,648	3 100.0	P14,212,537	100.0	P15,731,601	100.0
ENTERED Monthly average for May April, 1922 12 months, May 1921								
Vessels Ports	Net tonna		discharged	ssels N	et tonnage (	argo	to April 1   Vessels Net t	922
1922 1921   Migorda   65   55   Iloi <sup>1</sup>   3   6   Celan	1922 217,990 11,215	1921 186,792 15,048	1922 77,434 2,610 7,685	7.3 5 4	247,004 13,440 8,068	97,240 3,234 4,396	4.36	198,140 12,332 8,394
Ceba	8,780 1,171	8,416 1,171	139 71	4 2	7,683 1,171	110	5 2.0	5,782 1,588 7
Fotal 72 65	239,156	211,427		88		105,05		226,243
CLEARED April, 1922 Monthly average for								
Versels Ports 1922 192	Net to: 1 1922	nnage 1921	Cargo V laden 1922	essels !	net tonnage (	Cargo laden	12 months, Ma to April 1	922
Marcla	175.183 16,957 ————————————————————————————————————	144,184 35,918 20,618 3,676 1,616		66 9 9 3 3	241,090 33,788 32,755 5,253 1,897	66,49 46,42 16,50 3,58 32	7 7.50 7 6.33 7 1.66 1 2.33	179,303 26,798 18,369 5,006 1,373
Balabae							. 42	10

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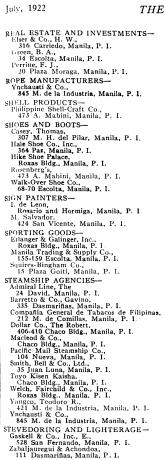
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## Chamber Takes Up Provincial Process Service

On the initiative of the American Chamber of Commerce, acting on complaint from a well-known local American firm, the Department of Justice is engaged in an investigation of the service of processes in the provinces with a view to correcting the present unsatisfactory conditions. This is a matter that affects every business house having provincial customers. It occasionally becomes necessary to serve, through the sheriff, summonses and complaints on long delinquent debtors or to execute judgments. In such cases, much difficulty has been encountered. As the complainant to the Chamber declares:

#### POLITICAL INFLUENCES

"The sheriff as a rule is a close friend of the debtor, relation, or else is under the influence of politics. Consequently an execution is in-variably returned with the statement that the debtor has no property. In many instances we have to send a man to the provinces to point out to the sheriff the property. Still the sheriff will find some excuse and postpone action, which as a rule defeats the object.

"Summonses and complaints are generally held up for months before being served. We made several complaints against such sheriffs, but it takes unlimited time, and in most cases the complaints are pigeonholed. In a number of cases new sheriffs have been appointed while our complaint was being investigated and the reply would be that he is not responsible for the actions of the old sheriff and that we should serve new executions and he would see what could be done. Invariably the same thing would occur with the new sheriff and we would get no satisfaction.

"Most of the trouble we have encountered,

and no doubt other merchants are having the

same experience, is in cases against members of the Assembly or Senate in which, when we have obtained an attachment in our favor, it is absolutely useless to attempt to bring it to a successful conclusion."

#### CANNOT USE CONSTABULARY

The writer of the complaint suggested that the Constabulary be employed as sheriff except in the city of Manila, but this was not deemed good solution by the Legislative committee of the Chamber, which, in its report on the sub-ject, declared that it would require special ject, declared that it would require special legislation, difficult to secure, and would lead to a clash with the civil authorities. The Legislative committee, however, after looking into the matter carefully, made the following suggestion, quoted from its report on the mata-

The most practical suggestion regarding this problem is one which proposes to impose conditions which will ensure the present officials—the provincial sheriffs—doing their work properly.

Under the present system the provincial sheriff is paid for service by a fixed fee for the actual service (delivery) of the papers and "mileage." For this latter he receives so many centavos per mile for the distance (round trip) which he is supposed to travel from his own official residence (the provincial capital) to the point where the party to be served is located. This is usually accomplished at the expense of a postage stamp which the sheriff expends in mailing the papers to a deputy who lives in the same vicinity as the party upon whom service is to be made. However, the sheriff collects full mileage for the round trip between the capital and the place of service.

Also, in the majority of cases, the practising lawyer, in order to ensure, if possible, service of his papers, sends the sheriff a lump sum of money which is usually far in excess of the legal fees, even after including the full amount of mileage charged for the fictitious iourney.

#### FIXED SALARY FOR SHERIFFS

(a) The placing of all sheriffs on a fixed salary (without fees) to be regulated ac-cording to the salary of the Judge of the Court of First Instance of the same province. All fees are to be turned in to the govern-All fees are to be turned in to the govern-ment. It is believed that the amount of these fees will considerably exceed a fair or even liberal salary for the sheriff. By introducing the salary system there will be removed from the sheriff the temp-tation of slighting the difficult "jobs" of

service and specializing on the "fat jobs" where the pay is liberal and the amount of work negligible.

(b) In order to "check up" the provincial sheriff there should be a central office attached to the Department of Justice in Manila. At present if a practicing lawyer wishes to get papers served in one of the provinces he deals direct with the sheriff of that province. He secures his summons or execution from the court in Manila and sends it direct to the provincial sheriff for The government does not intervene at all in the matter of service and there are no restrictions toward keeping the sher-

iff up to the mark.

It is believed that the provincial sheriffs can be properly checked up in their duties of the kind under discussion by the opening of an office of the kind mentioned. It is certain that with the present state of government finances no plan will be entertained which calls for an additional outlay. However, this feature will be readily arranged. All that will be needed will be to designate some subordinate employee of the Bureau of Justice to maintain files in which will be kept copies of the communi-cations addressed by the Manila lawyers to provincial sheriffs. These files will furnish a ready reference to the facts of any case to be investigated by the Bureau if complaint should be made against a sheriff for failure to perform his duties.

The salary of the employee in charge of these files will be more than covered by the fees received by the government for the service of court papers, that is, the excess after the sheriffs' salaries have been paid.

Presumably the fees collected in any province would go to the provincial treasury, but for the maintenance of the central office in the Bureau of Justice a small per-centage of the fees collected in all the provinces might be turned in to the insular government.

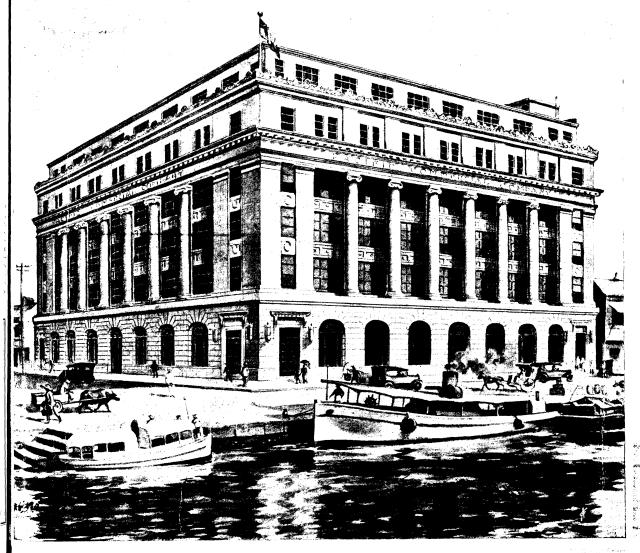
#### JUDGES BEING CONSULTED

On April 21, 1922, the above memorandum report was submitted to the Governor General who referred it to the Department of Justice. Under-Secretary of Justice Luis P. Torres, under date of June 9, 1922, replies to the Secre-tary of the Chamber that circular letters on this matter have been addressed to all judges of first instance and that "as soon as answers from all the judges are received, this Department will study the matter with a view of remedying the present unsatisfactory service of pro-cesses in the provinces."



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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most adequately financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such as the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine-American Chamber of Commerce and the Manila Chamber of Commerce.

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## Prominent Americans in the Philippine Islands

FRANK GOULETTE

#### A. L. AMMEN

Albert L. Animen, pioneer transportation promoter on the island of Luzon, was brought up on a farm near Valley Falls, Kansas, where he was born on November 25, 1878. After graduating from the public schools of Valley Falls, he entered the federal civil service as an employee of the quartermaster corps, coming to the Philippines in February, 1899. In this capacity he served the government until 1903, in which year he decided to go into the transportation business on his own resources. He saw an opening in Ambos Camarines province and there he established both water and land transportation lines.

Business progressed so well that in 1910 Mr. Ammen decided to motorize his land transportation equipment. Accordingly he established the first auto-bus line on the island of Luzon, between Naga, Ambos Camarines, and Legaspi, Albay. In 1914 he incorporated the A. L. Ammen Transportation Company, from which eventually sprang the Pangasinan Transportation. portation Company and the Batangas Trans-portation Company. These companies, at last reports, were operating 112 auto busses. The Ammen companies have the reputation of being the best organized concerns of their kind in the entire Orient. Their successful record of over a decade speaks for itself.

Mr. Animen, though still actively interested in his provincial lines, makes his home in Manila. He is an Active member of the American Chamer of Commerce and also belongs to the Elks He is a prominent Mason.

From patrolman on the Manila police force in 1906 to movie magnate of the Philippines in 1916 is the meteoric record of Frank H. Goulette, owner of the Lyric, Savoy and a score of other theaters in various parts of the Islands. Goulette started life in Bay City, Mich., in 1878. His first ambition after graduating from the public schools of his native town was to become a sea captain and he sailed the Great Lakes for two years, until 1898, when he enlisted in the 19th U. S. Infantry, serving in Porto Rico during the Spanish-American war.

In 1899 he reenlisted, this time with the 33d U. S. Volunteers, and came to the Philippines the same year, serving in the insurrection. On his discharge in 1901, he joined the then Metro-



politan Police Force of Manila. Five years later he bought the famous Anloague police mess and ran it for three years, until 1909, when he went into moving picture business, opening a small house in the Walled City. He opening a small house in the Walled City. The spread out rapidly and when in 1916 he acquired the Lyric, he had a string of theaters extending from Aparri clear down to Jolo, which string he furnishes with films and other cinematograph supplies. Recently he opened the best equipped music store in the Orient.

Mr. Goulette, besides being an Active mem-ber of the American Chamber of Commerce, is a member of the Elks, University and Golf



#### GEORGE C. ARNOLD

GEORGE C. ARNOLD
George C. Arnold, one of the pioneer coconut
oil manufacturers in the Islands, was born at
Shelbyville, Ill., May 25, 1877. After attending Westville (Ill.) College for two years, he enlisted in the 1st Cavalry, Illinois Volunteers,
at the outbreak of the Spanish-American War.
At the close of the war he returned to college and completed a commercial course in 1899. In that year he came to the Philippines as a civilian employee of the quartermaster department, transferring to the civil government in 1901, with the Bureau of Education as Dr. Barrows' secretary. Two years later he went to the Bureau of Non-Christian tribes, when Dr. Barrows became its chief.

In 1903 Mr. Arnold left the government service and went to China, where he worked for the China Mutual Life Insurance Company and the China Mutual Life Insurance Company and the Standard Oil Company until 1906, in which year he joined the staff of the Manila branch of the International Banking Corporation, con-tinuing in that position until 1915, when he went to the United States. He returned to Manila in October, 1916, opening up the local office of Williss and Patterson, for which firm he built and operated several oil mills. He set a record when he built and completely installed the Copra Products Company plant in 100 days after the site had been bought.

Mr. Arnold is an Active member of the American Chamber of Commerce and belongs to the Army and Navy, Manila Tennis, Manila Golf, Polo, Columbia and Spanish clubs. He is also prominent in Masonic circles.



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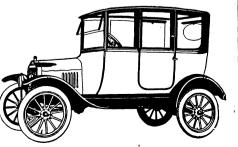
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## Manila as a Distributing Center for the Orient

By George L. Logan,

Manager, Philippine District Office, U. S. Bureau of Foreign and Domestic Commerce

This discussion is an effort to make out a case for oragainst Manila as a distributing cen-ter for the Orient, but to study and present conditions as they are, observe their favorable or unfavorable effects on trade with neighboring countries, point out some of the handicaps that confront Manila merchants, and make some suggestions that may aid in bettering its position as a commer-cial and industrial center.

Today, Manila distributes imported merchandise to the Philippines only. Its entrepot trade is negligible.

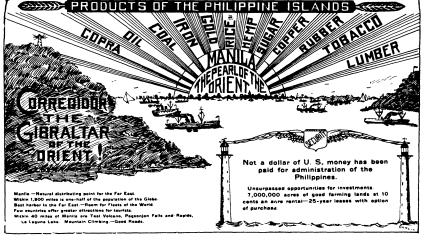
It exports to other countries raw materials and some local manufactures, and imports principally finished products for local consumption, paying full tribute thereon to the industry and initiative of other peoples. It would be to Manila's economic advantage if it could play a larger part in manufacturing and distribution.

Manila's future as a commercial, industrial, and distributing center depends upon the vision, initiative, and determination of its business leaders. It is influenced by environment and international relationships, and by the evolutionary processes of compelling circumstances. Being a maritime city and serving an island country, Manila's external and internal commerce are controlled by the development of its occan and interisland transportation and the efficiency of its postal and telegraphic communication. Their improvement is essentially important. As the metropolis, Manila's economic future will largely determine that of the Philippines.

A country which only exports raw materials and imports finished products is near the base of the economic ladder, ascent of which begins and continues as that situation is reversed.

Conditions Favorable to Manila's Development

As a commercial and industrial center, Manila is favored by geographical position and many natural advantages, such as a back country of great fertility (mostly arable, and affording many natural resources, capable of great development); 12 months of growing and working weather each year, as there are no rigorous winters; a fair supply of labor, which, though not abundant, can be made reasonably efficient by proper training and treatment; and a great land-locked harbor, with moderate tidal rise, connected by a navigable river with a large lake,



affording extensive and ideal sites for manufacturing plants. It is handicapped by constant heat, high humidity, tropical rains, occasional typhoons, inadequate port facilities, a relatively small population, and by the scattered nature of its supporting islands, which prevents extensive development of trunk and feeder railway lines and forces dependence principally on interisland steamers for collection and distribution of merchandise.

Manila differs from Shanghai, Tientsin, Calcutta, and certain other oriental ports in that they are supported by extensive land areas with large producing and consuming populations, and from Singapore and Hongkong in that they are free ports and are in close proximity to large areas and populations; but it corresponds somewhat to Yokohama, Kobe, and Nagasaki in that they are not free ports and do not have an extensive hinterland, although they have larger supporting populations.

ing populations.

Through close cooperation between their governmental, commercial, and industrial leaders, the Japanese are overcoming severe handicaps and are building up great industrial, commercial, shipping, and financial enterprises. Through the industry of its citizens and the initiative, vision, and ambition of its leaders, Japan has traveled far on the road to economic independence and stability, but not without difficulties and disappointments. It had to "find" itself industrially and commercially. The Philippines are undergoing similar trying experiences and are making progress in developing their industries, enlarging their commerce and improving their port, transportation, and communication facilities.

Manila's Port Facilities

Although Manila is not now suffering from shortage of tonnage, because conditions are

abnormal and vessels are tied up in every port of the world for lack of cargo, it is realized that when the trade revival comes, as it will, and perhaps suddenly, Manila may have to pay dearly if it is found unprepared. Plans have been made for extensive port works, which should be equipped with modern labor-saving devices and be placed under the supervision of capable men, trained in the technique of practical port engineering and management. These plans call for the enlargement of Piers 3 and 5, which is badly needed

now; for the construction of a new pier (No. 7), which is proceeding slowly because of practical difficulties; and for the future construction of a new pier (No. 9), all in the South harbor; also for the eventual development of the North harbor. Other improvements are under consideration, including the establishment of a free zone, or foreign trade area.

A port which has efficient docking and freight-handling facilities, offers outbound cargo in volume, provides a large market for inbound merchandise, and furnishes a satisfactory passenger movement, need not fear for its future with respect to steamer service. It can demand and obtain the consideration a terminal port should enjoy but which may be denied to way ports. Manila should be a terminus, especially for American lines, but it must first provide the facilities required.

The betterment, maintenance, and administration of Manila harbor is now under divided control. The experience of other maritime cities indicates that the most efficient and economical port administration is secured through a port authority with wide powers and full responsibility, whose sole interest is in facilitating shipping and port improvement. Such an authority, advised and aided by a competent port engineer and a traffic superintendent with trained assistants, should in a short time correct some of the anomalies existent here; avoid errors of inexperience and indifference; procure better handling of freight and passenger traffic; facilitate quicker turn-around of ships; and give Manila a better name among travelers, shippers, and shipping interests. The authority should be a corporation that can sue and be sued. Under existing conditions, customs officials are practically immune from responsibility for merchandise entrusted to their care, which is

contrary to good business practice and gives rise to many complaints. Under a port authority, they would continue to perform their proper functions of inspection, appraisal, and duty-collection, but responsibility for receiving, safeguarding, and making delivery of goods would rest on the corporation, which would be responsible under the law for business-like service.\*

#### PROPOSAL TO CREATE A FREE ZONE

It has been proposed to create a free zone or foreign trade area as part of Manila's harbor facilities. A port that enjoys a considerable reexport business, or desires to develop such transhipment trade, should give consideration to the installation of customs-free facilities, but if the reexportation of imported merchandise is limited and there is no immediate prospect of building it up in volume, it is possible that the advantages of a free zone would not compensate, for the expense of its establishment and maintenance.

The usefulness of free zones has been widely discussed in the United States, and it is understood that a bill has been introduced in Congress, authorizing their establishment by American ports. As this is a new idea to many American business men and Government officials, involving a departure from established practice, and as the meaning of "free zone" was confused by some with that of "free trade," opposition naturally developed. Warehouse and trucking concerns in particular felt that it was inimical to their interests. The following are the principal advantages claimed for customs-free zones:

The primary function of a free zone is to provide facilities for holding and safeguarding imported merchandise, pending sale for domestic

consumption or exportation.

When dutiable merchandise is admitted from the free zone for domestic consumption, customs duties and internal revenue taxes are paid, thereby causing no loss to Government revenues on such importation.

When dutiable merchandise is exported from the free zone, no duties or internal revenue taxes are collectible, as the goods had not been admitted into the country, thus abolishing the tedious and unsatisfactory system of claiming drawbacks in connection with foreign materials employed in domestic manufactures.

The experience of European ports, which now have a monopoly of free-zone transhipment trade, indicates that entries through customs ports increase with increased volume of business through free zones.

Merchandise held in the free zone is accessible to owners at all proper times for inspection, grading, sorting, conditioning, repacking, manufacturing, or further processing separately or in blend with other materials.

Free-zone receipts are as acceptable to banks as public warehouse receipts, since they are supported by responsible authority and the goods can be safeguarded better than if scattered about in public storage.

Free zones serve as sample rooms and consignment markets, where buyers can freely examine goods and make their selections.

In the larger view, the free-zone system is not hurtful to bonded warehouse and trucking interests, as it tends to develop and increase the business of the port.

It is not necessary to put up bond for twice the estimated amount of duties on merchandise held in the free-zone area

held in the free-zone area.

Goods stored in the free zone are not affected by tariff changes unless admitted for domestic consumption.

The customs-free zone reduces the work of inspection and appraisal, because this is unnecessary unless the goods are admitted for domestic consumption.

The free-zone system reduces breakage, pilferage, and smuggling; facilitates quick turnaround of ships, encourages transhipment trade, and promotes foreign as well as domestic commerce.

\*Since this was written, the freight-handling plant of the port of Manila has been taken over by a Port Commission which, in turn, has let out the work to private contractors.—The Editor.

While American merchandise is admitted free and, until Manila import houses have developed a considerable reexport trade, or have better prospects than now of doing so, it is probable that the establishment of a free zone would not be of great advantage. If there were a free zone in Manila today, it would operate against American manufacturers. European goods, like American, would be held free of duty, pending sale or exportation on a competitive basis. would be available for inspection and purchase by buyers, who could pick and choose to their best advantage as to prices and terms. On such a basis, the advantage would lie with European manufacturers, especially German, because of our higher production costs in certain lines, the disparity of exchange in their favor, and their custom of giving longer credits than American houses usually offer. European competition would become more formidable, if so aided, and another handicap would be imposed on American manufacturers in the development of their trade in the Philippines and the Orient.

#### HANDICAPS TO MANILA'S FOREIGN TRADE

Manila merchants who have tried to build up an export trade with neighboring countries have found that there is now little opportunity or demand for such service, as distributors generally demand and obtain the exclusive sale for their trade territories of the lines they handle. this protects them against encroachment, it confines their selling activities to their own field. A Manila distributor is thus limited in his trade with neighboring countries to products not covered by such agreements, and to articles of local manufacture. These restrictions do not apply, of course, to local branches of manufacturers and merchants who maintain their own distribution service, which should be encouraged here. It is possible that they could be modified with respect to American products in order to expedite deliveries and to favor American houses.

There is also the handicap of high freight rates to neighboring ports, which from Manila to Singapore, for example, are considerably greater than those charged for the transpacific voyage. This is partly due to the short haul and the fact that the overhead expense of a ship in port is nearly as great as when it is at sea. When Manila gives quicker turn-around to cargo vessels, it can justly demand and probably obtain a substantial decrease in freight rates to neighboring ports. The acid test of a port's efficiency is the speed at which cargo is worked and vessels are released.

Another obstacle is the fact that Manila merchants are required to pay a wharfage tax of two pesos per ton on their exports (except Philippine coal, timber, and cement), and a one per cent sales tax on their sales or consignments abroad. It would encourage transhipment trade if reexported merchandise were relieved from these taxes.

The customs requirement that goods exported from the Philippines are dutiable, if reimported discourages reexport trade. A Manila merchant who exports goods to a consignee that does not take delivery, or returns them for any reason, loses the profit on his sale besides having to pay transportation and other charges and customs duties on their reentry. He has a fighting chance for duty drawback on American products, if he has complied with all formalities, but that is a tedious and vexatious procedure.

There is also the fact that import houses in neighboring countries, which are the potential customers of Manila merchants in the development of a reexport trade, are able to secure equal and perhaps preferential ocean freight rates and may have as good or better purchasing facilities in American and European markets. Some are branches of or closely associated with large import-export houses having extensive ramifications and well-organized buying and selling connections, which render competition, except on an equal or better basis, exceedingly difficult.

The importance of quick delivery is so great, however, that Manila merchants frequently receive inquiries and occasional orders from nearby markets. This indicates that, under

more favorable conditions with respect to freight rates, handling charges, governmental imposts and requirements, and other lesser handicaps, they could build up a considerable reexport trade on the basis of immediate shipment.

## DIFFICULTIES ENCOUNTERED BY MERCHANTS IN WAREHOUSING STOCKS

Manila cannot hope to become a great distributing center on an indent basis solely and without carrying complete stocks of merchandise constantly on hand in anticipation of orders.

There are several difficulties in the way of keeping large stocks of merchandise on hand in Manila, either in a public warehouse or in the merchant's own store. Under existing conditions, and in the absence of a customs-free zone, a Manila importer either must pay duty immediately on entering dutiable merchandise, or store it in a bonded warehouse, give bond for double the estimated duty, pay documentary and relatively high handling charges, and thi cost of storage and insurance, pending final dis position of the goods. If he stores and later reexports them, he must go through the remaining formalities of importation, pay custom duties, if assessed, and then comply with exporregulations, paying additional documentary ar-handling charges. Drawback of customs dution on imported articles is allowable when su?! articles have entered into local manufacture! but not when reexported in the form received To obtain such refund requires considerable tiand is subject to several contingencies and con plications. The foregoing conditions are sufficiently discouraging, but there are other dif ficulties adverse to carrying stocks of goods in Manila. For example, there is so much humi dity in the air, especially during the rainy season, that articles composed wholly or partly season, that articles composed whonly of parties of metal quickly oxidize; vegetable mold grow rapidly and damages such articles as leather the products; the constant heat makes it difficult to keep canned goods, if of indifferent pack, because of their tendency to the product of the produc to "blow" from gas generation; textile and paper products, if long exposed to light, are discolored by the strong actinic rays; it is particularly difficult to prevent the ravages of white ants, bocboc, and other insect pests; pilferage of goods in stock or storage is common; insurance rates are relatively high, according to the structure in which stored and its location; and other causes more or less remote, operate against stocking merchandise in quantities for an indefinite These are real difficulties, but they can be minimized. Other countries have solved equal or greater problems of storage.

As a distributing center for the Philippine alone, Manila is seriously hampered by inel ficient and expensive facilities for handlin interisland trade. Freight rates for local shipments are excessively high, being generally morthan 100 per cent greater than before the war Railway terminals ought to be provided as par of the port works to avoid the long and expensive haul from shipside to railhead.

#### AMERICAN ENTERPRISES IN PHILIPPINES HIN-DERED BY TAXATION SYSTEM

If American producers, manufacturers, merchants, bankers, and other business interests are to participate strongly in the commercial and industrial development of Manila and the Philippines, the conditions under which they must operate ought to be made more attractive.

The imposition of double taxation on American incomes earned in the Philippines, as against single taxation on such incomes of Filipinos and foreigners, constitutes an unfair and serious handicap, which the Congress haven asked to remove. It is common knowledge that the provisions of certain well-intentioned American and Philippine legislation have prevented large investments of outside capital in the Islands. After careful consideration of Philippine investment opportunities and limitations, the impositions were found too burdensome by certain American companies, which have since expended large sums in neighboring British and Dutch colonies, where such severe restrictions are not imposed, but where investment of foreign capital is welcomed, particularly for agricultural and industrial development.

NECESSITY FOR INDUSTRIAL DEVELOPMENT It is true that, geographically, Manila is situated on direct oriental trade routes; that from it, as a strategic center, to the doorways of Japan, China, Indo-China, Siam, British India, and the Dutch East Indies, which point Manila out as a logical entrepot, particularly for Americ in trade, for those countries of great production and consumption possibilities. But it is also true that all those doors are practically closed against Manila, as a receiving and distributing center for the products of other countries, because of the conditions enumerated. fulless they can be altered in its favor, it is futile to expect that Manila can develop a great with its neighbors under competitive conditions, except on the basis of quicker deliveries, better prices, or both, on lines not con-trolled by exclusive distribution agreements, or on products of local manufacture.

Like Japan, the Philippines must "find" themselves industrially and commercially; not alone, out with the assistance of friendly outside capital and cooperation, preferably American.

METHODS OF INCREASING INDUSTRIES IN PHIL-IPPINES

Whatever the political future of the Islands may be, it is clearly to the interest of the Philipsines to maintain and strengthen reciprocal trade lations with the United States, but that does ot imply unfair restrictions on the develop-nent of trade with other countries. The geds of the American market are so great and aried that the United States should always be the best customer of the Philippines and take practically all of its products in exchange for American merchandise. By producing to meet American requirements and standards, converting native and imported raw materials into finished products, favoring those which are not highly competitive with American and other manufacturers, and developing their industries along the lines of least resistance and greatest demand, a secure foundation will be laid also by the Philippines for the development of reciprocal trade with other countries, for the reason that goods which satisfy American requirements are merchantable everywhere.

Government should extend its aid, through research work, favorable legislation, and foreign representation, to increase the supply of raw materials; to find new adaptations in their uses; to assist new industrial enterprises, financed preferably by Americans and Filipinos; ncourage American industries, which utilize Philippine products, or which have developed an oriental demand for their wares, to establish branch factories and distribution centers here, manufacturing and importing according to demand; and to assist in developing demand and markets abroad for Philippine products. Government should lead also in the conservation of natural resources to avoid their undue exploitation and to insure a dependable supply of aw materials for local and American industries. If this program were carried out, Manila would, in due course, become an important distributing center, not only of Philippine and American commodities, but also of the goods of other countries received in exchange or as merchandise. The economic advancement of the Philippines will not minimize but enhance its importance as an outlet for American and other manufactures. Experience proves that as a country develops, industrially and commercially, it becomes a letter market for the products of other lands.

Suggestions for Developing Philippine In-

DUSTRIES AND COMMERCE
Nature has made the Philippine Islands an agricultural country par excellence, and in that they are fortunate, for farming is the basic industry on which all others rest; but nature has given them also great potential advantages as an industrial country, and in that they are doubly fortunate, for manufacturing is the surest basis for the highest and most profitable eevelopment of commerce. A beginning has been made in the establishment of factories in the Philippines which utilize native and imported raw materials. Further development would greatly stimulate agriculture, forestry, nining, and other basic industries. The testimony of factory managers is that the Filipino

The natural lines of industrial and commercial development for the Philippines are, in detail:

Increase production, consumption and exportation of raw materials sugar, copra, tobacco, rubber, and other special products of the soil; timber, lumber, rattan, bamboo, guttapercha, gums and resins, nuts, tanning and dyeing extracts, and other forest products; gold, copper, coal, petroleum, iron, asphalt, asbestos, and other mineral products; livestock and animal products; poultry and poultry products; fish and fishery products; fruits, vegetables, and other orchard and garden products; rice, corn and other field products; and other raw materials.

Increase production, consumption, and exportation of manufactured goods, such shoes and other leather products; cigars, such garettes, and other tobacco products; textiles; sugar and manufactures of; drugs and chemical products; vegetable oils and manufactures of; soap, perfumes and other toilet preparations; rone, twine, and other cordage products; furniture of metal, wood, rattan, and bamboo; shell products; jewelry and other ornaments; horse and motor vehicles; paper and paper products; hats, laces, and embroideries; candy, chocolates, and confectionery; industrial and beverage spirits; boat and ship building; iron, steel, and other metal products; machine shop and foundry products; lime and cement; salt, asbestos and manufactures of; and other manufactured goods.

Establish new industries and enlarge existing ones, manufacturing or assembling articles for which there is the largest local and foreign demand.

Import raw materials not locally produced or produced in insufficient quantities to be converted into finished or semifinished products for domestic consumption and exportation.

Increase population through immigration, under proper restrictions, of desirable workers under proper restrictions, of destrations workeds and citizens so as to bring idle agricultural lands into production, utilize forest and mineral resources, build up nascent local industries, increase Government revenues, give prosperity to railroads, steamship and other transportation service, enlarge the producing and consuming power of the Islands, and contribute those many advantages which a country of large population enjoys over one that is thinly populated.

Encourage training in schools, colleges, and universities for commercial and industrial pursuits, but without neglecting the arts and sciences. Advertise Philippine resources and opportu-

nities and encourage investment of capital (Filipino, American and foreign) for their development, amending some of the almost prohibitory statutes of other days and trusting to govern-

mental supervision to avoid possible abuses.

Encourage reciprocal trade relations with the United States and other countries.

Encourage tourist traffic, removing disagreeable features and increasing those attractions which add to the comfort, pleasure and interest of travellers

Improve interisland steamship service and provide for rail and water connections

Bring harbor facilities and service at Manila, Iloilo, Cebu, Zamboanga, and other ports to the highest point of efficiency consistent with the needs of shipping, commerce, and industry.

Encourage a spirit of cordial cooperation among all interests and nationalities in matters of common concern.

If the Philippine Islands are to attain their highest economic development, the young men and women of the country should be trained, theoretically and practically, in industrial and commercial affairs. A movement in the United States is receiving support from American business interests and educational institutions to provide such instruction and experience for Filipino students. It ought to be encouraged here and made an important feature of university work.

There are in Manila several commercial and industrial organizations serving distinct groups of interest or nationalities and confining their efforts almost entirely to the affairs of their clien-

tele, but there is little or no cooperation between such organizations for the common good.

It would be a step forward if such bodies formed a liaison committee representing all interests and nationalities, for consideration of questions of broad policy relating to the development of Manila and the Philippines, serving as a connecting link between business and Government. aiding both in many ways and promoting the prosperity of Manila and the Philippines, without detriment to their own interests, but to the benefit of all. Quoting Mr. Hoover, our Secretary of Commerce: "There is an economic intertary of Commerce: "There is an economic inter-dependence in the world that knows no national boundaries," a truth unrecognized by shortsighted self-interest.

Except by modifying certain legislation, changing some established trade customs, overcoming adverse natural handicaps, improving port, transportation and communication facilities, encouraging the investment of capital, increasing the working population, training or importing efficient commercial and industrial administrators, and stimulating community spirit, Manila's development as a distributing center must be slow and uncertain.

By increasing production of needed raw materials and manufactures and by closer cooperation between Government and business, Manila should soon become one of the most important producing, consuming and distributing centers of the Orient

#### SCHEDULE OF MEETINGS

Monday, August 7: Regular meeting, Builders' Section, 1:00 p. m.

Tuesday, August 8:

Regular meeting, Hemp Section, 1:00 p. m. Regular meeting, Board of Directors, 4:00 p. m.

Wednesday, August 9:

Regular semi-monthly meeting, Active and Associate members, 1:00 p. m.

Monday, August 14:

Regular meeting, Builders' Section, 1:00 p. m. Tuesday, August 15:

Regular meeting, Board of Directors, 4:00 p. m.

Monday, August 21:

Regular meeting, Builders' Section, 1:00 p. m. Tuesday, August 22:

Regular meeting, Hemp Section, 1:00 p. m. Regular meeting of Board of Directors at 4:00 p. m.

Wednesday, August 23:

Regular semi-monthly meeting, Active and Associate members, 1:00 p. m.

Monday, August 28:

Regular meeting, Builders' Section, 1:00 p. m.

Tuesday, August 29:

Regular meeting, Board of Directors, 4:00 p.m. Monday, September 4:

Regular meeting, Builders' Section, 1:00 p. m. Tuesday, September 5:

Regular meeting, Hemp Section, 1:00 p. m. Regular meeting, Board of Directors, 4:00 p.m.

Thursday, September 7: Regular meeting, Embroidery Section, 5:00 p. m.

#### **NEW MEMBERS**

#### ACTIVE

Leonard Everett, transferred from Struthers & Barry.

ASSOCIATE

Jonas Hansson, 42 Calle Pilapil, Pasay, Rizal, ٦.

August Schipull, American Chamber of Com-

merce, Manila.
Fred James Clifford, American Express Company, Manila.

## P. D. Carman Describes Remarkable Growth of Manila Since American Occupation

A story of civic growth and development A story of civic growth and development that many an American city might envy was told by Phil. D. Carman, manager of the San Juan Heights Extension, at the luncheon of the American Chamber of Commerce on Wednesday, July 12. Mr. Carman had evidently devoted much time and study to the history of Manila, particularly from a real estate point of view, and his address, in which he quoted liberally from his stock of information, was absorbingly interesting to the large gathering of members and their friends who attended the luncheon. He also employed a chart which because of its interest is reproduced with this article. Mr. Carman's address follows in part:

"I don't know much about Manila's growth prior to 1898 but it couldn't have been very rapid for it wasn't much of a city at the end of 328 years of Spanish building operations when I arrived in December of

that year.
"I believe I was the first American youngster to arrive—at least I didn't see any others for some months thereafter. I mention this historic fact merely as an alibi if my memory of Manila's exact size in those rather ancient days is, in places, a slight

slice off the fairway of fact.
"I remember a leprosy and small-pox
infected horse-car which, once in a while,
used to jog out to the Malate church and to

a few other parts of town as well.
"I especially remember seeing the cooks
peeling their squawking chickens on the back platforms of these dilapidated cars and the long, long trail of white feathers

which frequently marked the right of way. "In 1900, the area between Calles A. Mabini and San Marcelino was mostly a large healthy paddy field with Pasay and Santa Ana distant villages, occupying about the same relation to Manila as Parañaque does today. San Miguel was then Manila's aristocratic residential section and Santa Mesa a distant military camp.

WARTIME REMINISCENCES

"A semicircle of Spanish block-houses surrounded the city at considerable distance from it. It will be recalled that the fighting commenced at the San Juan bridge, Saturday evening, February 4, 1899. The next morning I remember watching from the almost bare hill of Santa Mesa one of the block houses burning, down near the San Juan River, and during that Sunday after-Juan River, and during that Sunday afternoon several of us were stopped at the Paco
bridge while an American battery shelled
the tower of the church just beyond, from
which snipers had been firing on the troops
passing to and from Santa Ana—captured
during the morning. A little later we
passed a block house which stood out in the
open fields somewhere this side of McKinley
Junction on Herran. From the Paco
bridge to Santa Ana I remember but a few bridge to Santa Ana I remember but a few bridge to Santa Ana I remember but a few scattered houses, mostly very near the bridge, paddy fields with corpses still lying here and there, a house still burning where the McKinley road turns off and, some distance beyond, the village of Sta. Ana, hugging the main road, which was at the moment lined with prisoners under guard.

"The outlying trenches this side of Pasay were sufficiently near that, during the early morning fighting, bullets fell occasionally on calle San Luis and the present Carnival grounds, a Chinese cook in what is now the University Club being wounded

by one of them.

Some EARLY "BARRIOS"
"Some time later, in a belated early morning attempt to witness the American advance from Caloocan, a newspaper correspondent and I dodged bullets for

what seemed many miles of speeding on bicycle and horse through unpopulated wooded stretches at the right and the beach to the left. All of that space between Lerma Park and Cementerio del Norte —midway between pleasure and the grave as it were-was then an unimproved and unpopulated area.

"Historical Notes Concerning Manila," a book prepared by the Adjutant General's Office as late as 1903, indicates many parts of Manila as barrios. Some of these are San Lazaro; Dulumbayan (meaning the end of the town) where Ave. Rizal north of Azcarraga is now; Santa Mesa, Singalong

## TEN-YEAR RISE IN VALUE OF MANILA REAL ESTATE

MINITEDIA MINITEDIA	
District Increas	e
Plaza Moraga 60%	6
Intramuros 64%	6
Calle Echague 66%	
Tondo 110%	6
Sampaloc 333%	o
Malate 526%	ő
Ermita 710°	ő
Paco	č
Santa Ana 1173%	o

and Nagtahan, signifying the end, the stopping place, and many others.

GROWTH IN SPANISH TIME

"Having given a faint idea of Manila as the Americans found it, let us hastily glance at Manila's growth during its 328 years

under the Spanish regime.
"Hernando de Magallanes was born in
Portugal about 1470. For several years he
was in active service in the East Indies. On his return from the East, Magellan was sent to Azamor in Morocco; and this brief episode is memorable for the wound which left him lame for the rest of his life, and for the beginning of the troubles which determined his future course. Contrary to what he had a right to expect, the King (Manuel) refused Magellan's application for an increase of pay assigned to him as a member of the Royal household; and the manner of the refusal added insult to what he considered injury. In company with another mal-content, Ruy Faleiro, the astronomer, he formally renounced his nationality, and went to offer his services to the Court of went to offer his services to the Court of Spain. Word was no sooner brought to Manuel of the scheme submitted to the Spaniards, than he felt he had made a mistake; but all the efforts put forward by his agents to allure his alienated subjects back to their allegiance, or to thwart their negotiations, proved of no avail.

"On August 10, 1519, the expedition to the Spice Islands set sail. The names of his ships were Trinidad, San Antonio, Concepción, Santiago and Victoria, the last under Eleano. They were the first ships to entirely encircle the globe. On this expedition the Philippines were discovered. Eleano, upon his return to Spain, had a strange

no, upon his return to Spain, had a strange tale of triumph and tragedy to tell. While the squadron lay in the port of St. Julian, on the Patagonian coast, three of Magellan's Spanish captains conspired against him, Spanish captains conspired against him, and it was only by a rapid execution of summary vengeance that he maintained his authority. No record of his exploits has been left by Magellan, but it is known that shortly after sailing through the straits of his name, he fell in conflict with the people of Cebu (April 27, 1521) about a month after his discovery of the Delliving Islands. his discovery of the Philippine Islands.

Spreading North

"It is also interesting to note that Plaza (de) Moraga was named after a Franciscan friar of that name who crossed Asia on foot in the early part of the 17th century. Upon his arrival in Madrid he was instrumental in persuading the King, Philip the Third, to retain possession of the Philippine Islands,

which he had concluded to abandon.
"In 1570, forty-nine years later, practically half a century after Magellan discovered Cebu, Captain Juan Salcedo was dispatched by Legaspi from Cebu to the Island of Luzon to reconnoiter the territory and bring it under Spanish dominion. Martin de Goiti, who with a few soldiers afterward overran the Pampanga country, accompanied Salcedo to the north. Gotii was killed four years later during the attack of the Chinese. It appears that the armed Spanish troops must have made a profound impression, for they were well received by the native chiefs Lakandola, Raja of Tondo, and his nephew, Soliman, the young Rajah of Manila (May—there are nila—plant which used to abound in the Pasig).

"The walls at the mouth of the Pasig were soon afterward started, being con-tinued twenty years later by Dasmariñas, who also completed the erection of Fort It is stated that the construc-Santiago. tion of the walls was carried on during different periods under many governors until 1739, not being entirely completed until

UNDER BRITISH RULE

"In 1702, or only 14 years before our War of Independence, the English General Draper (in spite of these walls) seems to have had no great difficulty in successfully laying siege to and conquering Manila with only 2,500 troops. In fairness, it must be stated that the defense could dispose of a disorganized force of only about one thousand men and as the account adds 'an unlimited supply of undisciplined natives.' A bitter controversy had arisen some time before between Governor General Arandia and the Church authorities over the contemplated destruction of two churches just south of the walls which the Governor considered a constant menace to the city's de-fense. The dispute had been so bitter that upon the Governor's death, three years prior to the arrival of the English, it was decided to place the control of the Islands in the hands of the Church dignitaries. The two churches remained to furnish the English strong emplacements from which a breach in the walls was effected.) "The English deemed their continuance unprofitable and sailed away only a little

more than a year after capturing Manila.

MALATE A WASTE
"While Manila's walls seem to have given
the English but little trouble, they proved a great safeguard against the Mindanao a great saleguard against the Mindanao and Sulu pirates who ventured into the Bay up to about 1840. Also for more than a century the Spanish were subject to hostil-ities from the Portuguese, and Manila was threatened in 1643 by the Dutch fleets. "With this very sketchy outline of Ma-

nila's vicissitudes and growth up to American occupation, we find the City more or less as indicated on the map—Intramuros, the general business and native quarters of Santa Cruz, Binondo, San Nicolas, Ermita and Tondo, the residential districts of San Miguel, Sampaloc and Malate, which was built up to any real extent only immediately around Calle Real (now M. H. del Pilar).
"I will not further tax your patience by any detailed description of Manila's rapid

growth up to 1910. Sections which, up to that time, had been considered much too distant for residential purposes were being developed south of Isaac Peral and Herran, developed south of Isaac Fern and Fernan, east of San Marcelino, east of the Rotonda and north of Azcarraga. Caloocan, Santa Ana and Pasay were still considered distant villages, and Santa Mesa was as yet only sparsely settled.

#### BIG GROWTH IN TWO DECADES

"It will be remembered that as late as 1904 there had still been more or less guerrilla warfare in the provinces. *Tulisanes*, or robber bands, were quite prevalent and there was consequently a feeling of insecurity. ity which had its effect in preventing Manila's population from spreading out very far away from the protection afforded in the City. Some of the hardier ones had, however, ventured to establish their homes in Pasay and Santa Mesa, and Santa Ana was gradually building away from its narrow fringe along the River.
"With more settled conditions generally

and greater police protection, Manila rapidly spread out in all directions. Santa Ana and Santa Mesa became part of the City, nor should the large and important Area, be overlooked. Progress to 1920 is shown on the map by the heavy line indicating the present City limits.

"So, here is represented a very extra-

"So, here is represented a very extra-ordinary City growth during only two de-cades, which is especially remarkable in view of its slow previous progress and the unsettled conditions prevailing during a considerable part of that period.
"Statistics are usually dry and uninter-esting but a few must be shown to give an adequate idea of Manila's growth. (See Chart)

Chart.)

#### IMPORTANCE OF MANILA

"If we can obtain a fairly accurate esti-mate of the causes behind this extraordinary growth, we ought to be able to predict with

growth, we ought to be able to predict with some degree of accuracy to what extent such growth is likely to continue.

"Manila is the principal port and metropolis of an agricultural country of about one-tenth of the population of the United States. But where the United States has dozens of very large cities, the Philippines have but one. There are no indications have but one. There are no indications that the principal business of the Islands will not for years to come be largely conducted in Manila.

"Were there no expansion of industry from foreign capital or causes, it is evident that increase of population alone would be responsible for a very steady growth of the Islands (and consequently of Manila).

#### GROWTH OF POPULATION

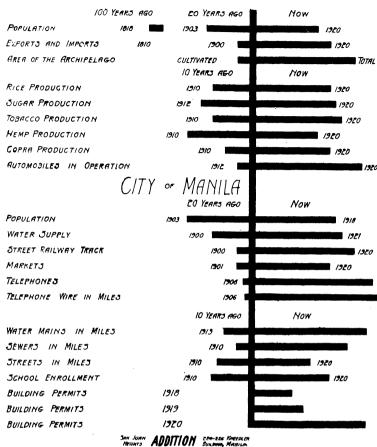
"The population of the Philippine Islands in 1818 is given as 2,106,836, although the accuracy of these figures is somewhat doubt-A century later there are found considerably over ten million inhabitants, or an average increase of 80,000 a year. Between the census of 1903 and that of 1918 an increase of over three million is shown, which is at the rate of 200,000 a year.

"This great population increase of 120% during the last 15 years over the average of yearly increase in the last 100 years casily accounted for by the lowered death rate due to the great strides in sanitation, and the peaceful conditions prevailing. Is it, therefore, unreasonable to expect a still greater rate of growth as the benefits of better sanitation reach great outlying areas which are as yet unaffected or but slightly

"An idea of what may be expected will be obtained when it is realized that serious cholera and other epidemics are apparently things of the past. One report states that in 1902, deaths, mostly from cholera, in Iloilo, took nearly one-sixth of the popu-

"Not taking into consideration, of course, the phenomenal increase in population

## PHILIPPINE ISLANDS



during the last fifteen years, the Census of 1903 states:

"'This rate will compare favorably with that of almost any of the known rapid increases of population. The Christian Philippine population shows a power of multiplying scarcely exceeded by any race of people. The astonishing development of the population in the development of the population in the last century was coincident with the economic advance of the islands, the two lines of growth clearly having progressed together.

How much more astonishing this growth of population is likely to be in the future may be gathered from what has happened during the last two decades.

#### ECONOMIC PROGRESS

"Economic advancement during this recent period has unquestionably greatly exceeded any similar period during the

P395,000. In 1920 they totalled over

"The Royal Philippine Company, which held a monopoly of trade, ended its life in 1835 without having achieved either financial success or lasting economic benefit to the Islands. Manila was opened to foreign trade only in 1837.

#### INFLUX OF FOREIGN CAPITAL

"But outside of a mere growth of the Islands' population or ordinary economic advancement, however rapid, is a comparatively recent force which is a strong factor, especially in the growth and expansion of the Islands' metropolis. I speak of the influx of foreign capital and effort during the last 30 years.

"Impatient as we may sometimes be of what seems to us a retarded development along these lines, we must admit that there has been a steady increase in foreign activity and investment during recent years. In 1859 there were but 15 foreign firms, exclu-sive of Chinese, in Manila. Today there are over 560.

"Even if we may not hope for any immediate radical change in the present political situation, it is fair to presume that the attention directed Philippinewards by the present administration will gradually attract foreign capital.

#### PREDICTS BRILLIANT FUTURE

"Prosperity and progress in the provinces "Prosperity and progress in the provinces obviously means prosperity, progress and growth of Manila. We progress with our produce. It would be unfair at this point if the growing tendency of the native to engage in business and invest his capital, especially in the production of the country's products, were not noted. What the younger generation may soon accomplish is certainly very full of promise.

"Only lack of due perspective will permit us to tinge the future with the pessimism produced by the temporary depression through which we have been passing. recovery of one who has been guilty of gross-ly overeating is often slow and painful, but forces are at work which are certain to make past progress and prosperity look like the proverbial thirty cents.

'Among these forces might be mentioned the investments during the past few years in sugar production and refinement as well as in the other agricultural products, investments in mining, in cattle raising, canning, and even in manufacturing.
"Improved transportation always tends

to centralize population.

"Every prosperous hacendero wants a home in Manila. The families of most provincial students in Manila want to live

with their children, if possible.

"And there are many other favorable signs. We hear a good deal these days of 'Free Port' and 'Distributing Port' and new Port Areas and improved Port facilities, so that it may be hoped that, if we are not too impatient, we may survive to see Manila at least a much greater Port.
"Why, the very existence of this Chamber

of Commerce is one of the best of signs that we are on our way to bigger and better

things.

#### EFFECT ON REAL ESTATE

"And now, I suppose I may be pardoned, if I spend a moment glancing at the present and probable relation which Manila's growth has had on real estate in the city and its suburbs. (We all like to talk about things which are nearest our hearts-and that most sensitive part of the human anatomy, our pocket-book.)

Let me state a few startling facts which, without phenomenal growth of the City,

would not have been possible:

"A lot on Rizal Avenue near Raon was bought in 1911 for P6 a square meter. It was sold a few months ago for ₱160 a

square meter.
"The whole of the section just south of Calle Herran and the Bureau of Science was formerly offered a friend of mine for 25 centavos a square meter. It is selling today around P18. No one could then be found to help in financing the project as it was considered too distant from the City!

"A few of the records of actual transactions during the last 10 years show the following remarkable percentage increases in Manila real estate values: Plaza Moraga, 60%Echague, 66%; Intramuros, 64%; Sampaloc, 333%; Tondo, 110%; Ermita, 710%; Malate, 526%; Paco, 833%; Sta. Ana, 1173%.

RISE IN SUBURBAN VALUES

"Suburban values have, in many instances, increased even more rapidly than city values Starting with the low cost of raw land, and frequently developed intensively and swiftly, prices in favorable locations have gone up by leaps and bounds within a remarkably short time. Many specific instances might be mentioned which would include every suburb. The two best known sub-divisions are perhaps in Pasay and on the high land east of the San Juan River.

"The unusual development of these two

suburbs amply proves that the City is speedily outgrowing itself and is eagerly, even hungrily, embracing the best outlying

"People are swiftly learning here, as they have learned in all large cities, that the same money that buys a small lot in the crowded, dusty and noisy city will buy a much more spacious site a little further out, with cooler, quieter, cleaner and more healthful conditions thrown in for good measure.

A Prophecy

"With the facts as to Manila's past growth available, shall we now be considered presumptuous if we make a little prophecy as to Manila's growth and expansion, say with-in the next decade? Will it surprise any of us, if not later than ten years hence, Manila includes a Pasay pretty solidly built up to Parañaque, a Caloocan flanked by a pretentious North Port, a greatly expanded Santa Ana and a large development on the hills east of Santa Mesa? Personally, I think such a vision requires but little imagination.

### A Simple Credit Filing System

By J. S. Thomas

Elliott-Lewis Electrical Co., Inc., Philadelphi 1

A simple system, but one which has proved its efficiency, consists of a 3 x 5-inch CARD INDEX FILE and a 5 x 8-inch Folder File. The card index file contains the name of every customer alphabetically arranged and the folders are numerically filed, the index number being recorded upon the respective cards in the alphabetical

THE CARD INDEX FILE

Entered upon the card is the line of business the customer is engaged in, the address, credit linit, rating, date account was opened; and added from time to time are notations showing what bank the checks received from the customer are drawn upon, the trade opinions received orally, names of firms making requests for ledger experience, and in fact any information which is not received in writing or in the form of a report. Any change in credit limit or attitude toward the account is shown on the card index. If an account has proved to be unsatisfactory, the card should be marked "Cash only." This file is invaluable as a guide to the credit manager or his assistants, for it invariably tells a complete story and can be referred to quickly. Some credit departments use cards of different colors, white for first class risks, blue for fair risks, and red for hazardous or undesirable risks.

It is impossible for the credit manager to carry all of the important information bearing upon the accounts in his head, and by making a practice of jotting the memoranda down on the cards, he soon accumulates data which is helpful and can be maintained indefinitely. Even if the credit manager could retain this information by memory it would not be fair to his associates or employers to fail to record it in such a way as to make it a permanent asset of his business. card for this index is made out when the account is opened; the amount of time spent in so doing is insignificant. It would entail an undue amount of work for a credit department desiring to adopt a system of this nature to fill out the cards in one continuous operation; but by making them out as the orders from the respective cus tomers are received, the file could be completed in a remarkably short period of time.

THE FOLDER FILE

The folder is used for the filing of credit interchange, mercantile agencies', salesmen's and attorneys' reports, etc., also all replies received in response to written inquiries in the trade and from the banks. This folder should be of light-weight cardboard, with lines for the name and address of the customer and index number.

ALL KINDS OF "MEMOS," ON CARDS

We consider our card index file the most valuable asset of the department and would not know how to struggle along without it. refer to the file a hundred times a day; and it invariably enables us to formulate the basis for the proper decision. For instance, the other day we received an order from a merchant with whom we had had no dealings for eleven years, and on whom we had no recent information whatever. We always turn to our card index file as a first resort. In this case information was brought to light showing that we had closed the account in 1909 owing to slow payments and to the merchant's numerous claims for shortages in shipments, etc. The card also showed that we charged a dispute balance of \$7.10 to profit and loss. There were several trade opinions on the card from Philadelphia firms, to which we telephoned. One house stated that it had closed the account about a year ago for virtually the same reasons that led us to cease serving the customer in 1909. Another house reported him as still taking two or three months' extra time. We found that he has not improved his rating of 2000 to 3000 second grade credit. With this information in hand we asked him, as politely as possible, for cash.

We jot down all kinds of "memos." on the

cards, and frequently record characteristics of the customer developed by a personal inter-

view or perhaps by a remark made by a salesman. Here is a "memo." recorded on a card, October 15, 1919: "Called on him today. He has an attractive store well stocked, seems to be a careful manager, has a pleasing personality. Consider his prospects excellent. He will likely be somewhat slow in his payments for some time, as he was recently married, his expense being heavy by reason of buying a home." This memorandum was very illuminating. The customer fell further behind in his payments; but every time we went into his case the opinion jotted down October 15, 1910, confronted us and as a result we stood by him until he regained his financial balance. His account today is paid promptly.

THE NEW ACCOUNT TICKET When an order is received from a new customer and a card made out for the credit file, if the business proves to be acceptable, what is known as a New Account Ticket is prepared. This ticket shows the name of the customer, business, address and credit limit, and is referred to the Sales Department in order that the name can be placed upon the mailing list. Then it goes to a stenographer who directs a form letter to the customer thanking him for the business, etc., which letter is signed by the president of our company. Next it goes to the accounting department, with the authority to open the account; the credit limit to be entered upon the ledger sheet is shown. The accounting department holds the ticket until the shipment is made and the invoice prepared, and then it inserts the date of the charge on the ticket and returns it to the credit department, which records the date the account is opened upon the card in the credit file.

ENVELOPE USED AS TICKLER

The ticket is then filed in a follow-up file for attention two days after the invoice is due, and if the invoice is not paid, a form letter is sent to the customer. A notation showing that the form letter has been forwarded is made upon the ticket and it is filed for attention five days later. If the invoice still remains unpaid, the credit department dictates a letter to the customer requesting a settlement: A copy of this letter is filed alphabetically and an ENVELOPE addressed to the customer is placed in a special numerical file for follow up five days later. The maturity date of the envelope is recorded on the copy of the letter in order that the envelope can easily be located if the check is received in the meantime. These envelopes are taken from the numerical file as they mature daily, the correspondence attached and placed upon the desk of the credit manager for follow up.

Debits and credits are posted in the ledger daily and the balance the customer is owing is ascertained from this source. If a remittance as received and any invoices which are overdue are not included, the accounting department furnishes details to the credit department. In acknowledging the check, the accounting department calls the unpaid items to the attention of the customer; it also notifies the credit department when an account exceeds the limit marked

on the ledger sheet.

A follow-up system should disclose an overdue account a few days after maturity in order to avoid any loss of time in requesting payment, and should keep the account in view thereafter at short intervals until it has been paid. This is accomplished by the new account ticket and by making notations for the follow-up file of invoices of any size which fall due before the 20th of the month from the statements which are mailed each month. In other words if a statement mailed October 1 showed an item due October 9 a notation would be made and placed in the follow-up file for October 11; but if the item was dated the 25th, for instance, it would be followed up from the statement which would follow the first of the month. The statement of the customer who pays his account regularly is excluded from this follow-up procedure.

## Justice Johns Wants Fewer Lawyers, More Farmers

Announcing that for the first time in insular history the records of the Supreme Court of the Philippine Islands will be kept in the English language during the present court term, Associate Justice Charles A. Johns delivered an interesting address before the members of the Chamber and their friends after luncheon on Wednesday, July 5. He gave his opinion on the educational situation in the Islands, declaring that there should be "fewer law factories and more agri-cultural and polytechnic schools." Associate Justice E. Finley Johnson also spoke briefly. Justice Johns said in part:

#### POWER OF SUPREME COURT

POWER OF SUPREME COURT

"Although it may have made and will
continue to make mistakes, the people of
the Philippine Islands never have, do not,
and never will appreciate the importance
and responsibility of the work done by the
Members of the Supreme Court. The
impression is abroad that it is an easy posiincrease the Court deep law little work. tion; that the Court does but little work; and that it is more or less of a sinecure. From personal observation and experience I do not hesitate to say that there is no body of men in the Philippine Islands that work any harder or longer hours than do the Members of the Supreme Court. Some of them are in their offices as early as 7:00 o'clock in the morning, and, as a rule, all of them are at work at 8:30 and continue till 12:00, and work in the afternoon from 1:30 to 5:00 o'clock and even later, and many of them work at night in their homes. There is no court that has such immense power. It is the judge of the law and the facts in both civil and criminal cases, and, with few exceptions, all of its decisions are final and become the law of the land.

#### BEGINS WITH CLEAR DOCKET

"On July 1, 1921, there were 334 cases pending in the Court, 458 new ones were submitted in July, 380 in January, 1922, 107 in February, during which period there were 70 special proceedings, making a total of 1,349 cases pending and submitted since July 1, 1921, all of which have been decided, and for the first time in the last twenty years, the Court will commence its July term with a clear docket.

"I do not know of a court in the United States, either State or Federal, in which its members work longer hours, or that is more faithful in the discharge of official duty. Although there may have been some ground for criticism in the past, it no longer exists, and the Supreme Court of the Philippine Islands is one place where there is stability and integrity, and no politics, and it stands like a stone wall against passion and prejudice, sympathy and special favors, and for constitutional rights.

#### UNWARRANTED APPEALS

"Where it is possible the prudent business man avoids litigation, but there are times when it cannot be done, and it is then important to get prompt, final action. In the past, for the purpose of delay, many cases were appealed to the Supreme Court, cases were appeared to the Supreme Court, which sometimes in a measure amounted to a denial of justice. With the present personnel of the Court, I do not think that there will be any cause for future complaint. Some of you may not like the decisions, but you will get action.

"This also resulted in frivolous appeals in criminal cases, even by many who had plead guilty in the lower court. I betray no Court secret when I tell you that in all such cases, it is now the policy of the Court to raise the sentence and invoke the maximum penalty. Hence, it would not be prudent to advise any of your friends who pleaded guilty to a crime in the lower court to appeal to the Supreme Court. EDUCATION NOT ENOUGH

"As it is in the United States, so it is in the Philippine Islands, it is the courts which uphold and defend your business interests, the sacred rights of property, your liberty and freedom, home and fireside. The people of the United States do not know and never

#### A WARNING AGAINST UNWAR-RANTED APPEALS

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-- JUSTICE JOHNS.

will know the resources of the Philippine Islands, or what nature has done for them. and but few people here have any conception of their natural wealth and resources. They are a beautiful, wonderful country, with mountains covered with timber, running streams, rain and sunshine, and a soil as rich and productive as any in the world, and there is no country in which nature has and there is no country in which nature has done more; and when fully developed, they will support a population of a hundred mil-lion people, with all of the luxuries and comforts of life. Education has done much for its growth and development, but that alone cannot and will not develop any country. You need more producers and fewer consumers.

"People who are ready and willing to work build homes and cultivate the soil and develop the natural resources. You want more engineers, farmers, mechanics, home-builders and men skilled in arts and science, and less of those whose sole ambition is to be admitted to the Bar and become politicians and embryotic statesmen. Such persons will not develop the resources of this or any other country, and but a small percentage of them will ever be a success in any profession. There should be less literary education and more about what the Islands will produce, and how to produce it; how to sow the seed, cultivate the soil and reap the harvest. There should be fewer law factories and more agricultural and polytechnic schools.

"This country was discovered by Magellan about 400 years ago, and only a few years after Columbus discovered America. There as here all nature was then in her most beautiful and primitive form, and had never felt the plow or the magic touch of civilization. Through industry, cultivation of the soil, art, science, push and energy, the United States, in both wealth and resources, has become the greatest nation in the world, largely through the products of the soil.

"The trouble with this country is the want of energy and ambition. Too many are content with today, and care nothing for tomor-

Nature has been too liberal in her gifts. In the summer time the people here do not have to provide for winter. The actual necessaries of life can be had at a minimum cost, and the wants of the people are few and simple, many of which are provided by primitive

"I believe in education. It is the foundation of the government itself, and, without it, no government can long exist. But standing alone you cannot cash it at a bank, and it does not have any value.

"The word has a broad meaning, and it is not confined to the superficial knowledge of books. In the mother sense, it means to qualify by training, instruction and experience for the business and duties of life; to know how to prepare the ground, sow the seed, cultivate the soil, make things grow, reap the harvest, build homes, churches and schoolhouses, to have and enjoy the pleasures and comforts of life, develop the resources of the country and make the barren ground blossom with the rose.

"Such things never have been, and never will be, done by the idle man or the street corner dude.

'The men who do things in this and any other country are men who work, and nobody ever accomplished anything who did not

"I respect the man who runs a jack-plane, drives a street car or plows a furrow, because he does things, makes his own living and is an asset to the country. But there are many socalled educated men, who are content with superficial knowledge, who do not know anything about fundamentals or the reasons why, who are not willing to work or to learn anything more, who have opinions they are ready and willing to give to anybody on any question, and tell an experienced man how to run his business, that are of no value to them-selves or the country in which they live or anybody else.

"The rising generation should be taught that the growth, prosperity, strength and future greatness of the Philippine Islands lie in the development of their natural resources, the improvement and cultivation of the soil, in the producer and in manly labor, in the man who knows what ought to be done, how it should be done and when to do it, and who is ready and willing to work, and that it is only through industry, tenacity of purpose, strength of character and sterling integrity that any of them can ever achieve success in life and become a man among men.

"At all times nature is industrious, in season and out of season and never fails with her rain and sunshine; from year to year and from time immemorial, she enriches and re-plenishes the soil. Her supply is inexhaust-ible, and daily she is appealing to the rising generation of the Philippine Islands to join her, and, through labor and science, mingled with the water and sunshine, to cultivate the soil, develop their natural resources and make them one of the leading producing countries in the world."

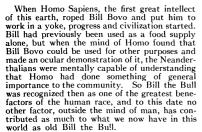
#### U. S. PRICES HIGHER

The United States Bureau of Labor Statistics has issued new index numbers which show that prices in May were 3½ per cent higher than in April. As compared with May a year ago, the general level of prices was 2 per cent higher. The greatest increase was 12 per cent in farm products and the greatest decrease nearly 16 per cent in house furnishings.

## BILL THE BULL

By CAPT. H. L. HEATH,

Former President, American Chamber of Commerce of the Philippine Islands.



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That he was recognized as the Great Provider is evidenced to us, for Bill comes out of the mythical past with the Victory Wreath of the ancients twined about his horns, which we infer is but just recognition of his importance to the peoples who have passed out of human ken. Bill the Bull is as great a necessity to civilization now as he was in the days when his person was erected as one of the Gods and replicas of him in solid gold were established in shrines to be worshipped. By his flesh, hide, horns, hoofs, blood and entrails he contributes more to the peace, comfort and happiness of mankind than any other

animal.

A Model Of Service

Bill the Bull is firmly fixed in the mythology of the past as the apogee of service. He has been written about by the most ancient of the philosophers; and the greatest artists of all timefrom the cave dweller who pictured him in the hard rock walls of his cave and on the bones from his body, to the greatest of modern artists who use the costliest of paints and the finest canvass, and the sculptor who uses the finest of Carrara marble—have used Bill as the model of service. We find him in the allegorical pictures of all phases and states of civilization, depicted as one of the great factors of the life of the time treated. Wherever you find man making strides forward, toward something better, alongside him you find Bill the Bull, and as man has progressed so has Bill, for you find him pictured progressively larger, stronger and more capable of service to humanity.

of service to humanity.

Bill can be taken as the index number of the quality of peoples. Where Bill is found sntall, runty and inbred, with a character and a disposition not of the best, you find a people of similar characteristics. Bill has been and now is a part of everything. He contributed his share to the make-up of your ancestors, and you being nothing but the sum of your ancestors, Bill has contributed to your hereditary make-up and is now contributing to the make-up of

your children.

As A MEDIUM OF EXCHANGE

Bill the Bull has contributed to the monetary history of the world, for long before the precious metals, gold, silver and copper, were used as a medium of exchange, Bill was used as unit of trade, a standard of value. When the legions of Rome took the lowland country of western Europe, they found a peaceful, pastoral people living in comfort and happiness, their wealth consisting entirely of Bill Bovo and his progeny. Bill was the unit of trade, the standard of value, in all their barters. The Roman legions having a necessity for hides from which to construct their shields and other articles of military equipment, established a tribute to be paid in hides. For years this tribute was loyally paid without question on either side. Finally a Roman commander did exactly the same thing modern bankers did when they established the scarce metal gold as the unit of value. The Roman selected the largest, toughest hide produced in the country as the standard of hide tribute. There were but few of them produced and it was hard for the people to meet the payment in the quality of the new standard, and gradually the Romans accept-

This is a tribute to the male of the bovine species delivered by Captain Heath on the occasion of the Wednesday luncheon of July 26, devoted to a discussion of the cattle industry of the Islands. The Captain, when not buying hemp, is a cattle raiser on a large scale on the island of Masbate. He knows his animal, and, what is more, he loves it. Bill the Bull typifies to him some of the more robust qualities of the genus homo which, in the opinion of many people, are becoming rarer every day. In inspired language, and in style bordering on the dithyrambic, the Captain indulges in a prose poem on a subject generally regarded as most commonplace and unpoetic. "Bill the Bull," we feel sure, will meet with deep appreciation in cattle circles and possibly in literary circles beyond the realm of the cowpuncher and the ox-trader.—The

ed other things in addition to cover the value of the tribute, with the result that in a very short time the people had sold themselves to the Romans and were slaves. Thus Bill the Bull contributed to the monetary history of that section, and, through the political questions evolved, contributed to the final fall of Rome. Today Bill the Bull is the symbol of rising prices in all the exchanges and markets of the world; he is the symbol of construction, not destruction, of better times and higher purchasing

power.

Bill has had his place in the military history of the earth, and without his participation in military campaigns some of the greatest civilizing nations of the world never would have existed.

THE PIONEER'S HELPMATE

Through the efficiency of Bill, small as you may think it is, the settlement of the great inland country of the United States was accomplished. From the Atlantic coastline to the shores of the Pacific he accompanied the hardy pioneers on their trek westward. He was the hope of the adventurer, and it is no wonder to me that the greatest symbolical artist of today gives to Bill the position he does in the allegorical sculpture of the westward movement of the American people. Cut from the finest of marble, you find Bill the Bull the great central subject, with the hand of the pioneer man and woman resting lovingly and thankfully upon the muscleribbed shoulders of Bill, thus recognizing and paying just tribute to his stupendous assistance in the settlement of the country we call home, the country we all believe in and look forward to as our final resting place.

THE GREATEST PRIME MOVER

Dethroned from his pedestal as a God, Bill the Bull in his placid bovine way goes on contributing to the progress and wealth of nations and peoples. Unthought of, he is, through all his processes of contribution, the greatest single contributor of wealth to this old world of ours. Without him civilization and the development of the great potential wealth of this world would slow down immediately. He is the greatest prime mover of this earth; he pulls more ton miles with less consumption of the earth's largess than any other machine; he logs, breaks up, plows, harrows, plants, harvests and takes to market by far the great majority of the products of the earth that give to man his wealth, and he finds the fuel to do it on while doing it. Bill's connection with all the multitudinous affairs of human life has been recognized, and in prose, poetry, painting and sculpture the virtues of Bill have been extolled.

BILL IN THE MOVIES

In the modern marvel—the movie—Bill has his place, and a large one, for who are they among us that would not rather see the pictures of the West in which the open range is seen with Bill and his friend, the Cowboy, cleared for action, than the house-bred and fed man and woman doing a sentimental melodrama the center of which is a bedroom seene. Which would you rather see, the bathing beauties in their close-ups, showing the hair on their fat legs, or old Bill the Bull, hair matted on his forehead, his eyes blazing sudden death and destruction, alert, intrepid, forceful, willing to give and to take, the central figure of a battle royal for supremacy, the acme of a fair fight? On one side of Bill stands the range and freedom—independence, where he can do as he damned well pleases; on the other subordination and service. But does Bill turn tail and beat it? He does not, and nine times out of ten he throws down the gage obattle, and if he loses he accepts the situation and delivers the goods he is expected to deliver.

Symbolisim Of Bill

Doesn't old Bill the Bull typify now and has he not typified through centuries of time something that is high and upstanding, something to which you cling inherently no matter what your outward aspect may be, no matter how hypocritical your pose or conversation may be? Isn't Bill something worth while? Isn't he and his progeny worth building up in this country as a basic factor in its progress? Isn't he the center figure in the developing processes that must proceed if this country is to go on and amount to something? Is the price of a pound of beef to be the determining factor to you in protecting Bill the Bull and his progeny from the ravages of rinderpest, so ably delineated to you by Doctor Boynton? Don't you think you can pay a little more to give Bill his chance in the sun and to take up his permanent domicile in these fair isles, safely increasing his numbers as demand for him increases, to take his part and to do his share in the multitudinous efforts for progress for which he is so fully equipped? If you think so, give the conditions surrounding the cattle industry more than a passing thought.

AN ELOQUENT PLEA FOR BILL

Government interest in Bill the Bull, I think, is well represented by the Jones bridge. On the ramparts of the structure you find several plaques, and emblazoned upon them is the skull of Bill the Bull. Erected and dedicated as a monument to a futile idealism, a fetish hope, a hasheesh dream, millions of money spent and decorated with the skull of Bill the Bull, symbolical of the thousands of other skulls kicking about the grass lands of the country, placed there by negligence of the primal necessity of this land! Millions as a monument to a dream and not a centavo for Bill! When you cross the bridge look at the plaques and think of Bill the Bull. Help him up, push him into the prominence he deserves, help protect him by urging his protetion to others and to the government, that the grass lands of the country may become safe for him. For if he is given but half a show he will royally respond, and no other animal will contribute more to your future wealth and happiness than old Bill the Bull.

All honor to Bill the Bull!

#### GIVES PERPETUAL INVENTORY

The Fabricated Production Department of the U. S. Chamber of Commerce, Washington, D.C., has just issued a pamphlet on "Perpetual Inventory or Stores Control," outlining a system and giving model forms for keeping a perpetual inventory of stores, which are defined as "raw and semi-finished material."

## Newest and Biggest Manila Office Building Opens Its Doors



Stanley Williams, Manager, Manila Branch, International Banking Corporation

Our cover this month depicts the new Pacific Building, two floors of which were occupied by the Pacific Commercial Company the middle of July. In the near future, as soon as the ground floor is completed, the International Banking Corporation will move in. The building is the property of the Pacific Building Company, the principal stockholders of which are the International Banking Corporation and the Pacific Commercial Company.

From both architectural and structural standpoints, the Pacific Building has few if any peers in Manila. Occupying about 1,800 square meters of irregularly-shaped ground, it has a frontage of 140 feet on calle General Luna and 150 feet on Muelle de la Industria, along the Pasig river. With its five-story frontages relieved by majestic columns and the artistic details of the design standing out prominently, the building is a fine sight from any part of the Pasig river section. From its roof a splendid bird's eye view of the city may be obtained.

In many respects the building is a model of modern building practice for local architects and engineers to follow. Many features that have hitherto been unknown in Manila are incorporated in it. Take for instance the plastering on the walls. It had never been done before. There was no argument against it but that. The interior walls of the building are finished in fine, smooth, white plaster, just like in the United States. A prominent feature of the interior is the ceiling of the lower floor, which is to house the Bank. It is made of moulded plaster of Paris, manufactured right on the ground. The material had never before been employed for this purpose here and it was difficult at first to teach the workmen to make the moulds and attach the casts. Now, however, a score or more men are at work putting in the ceiling.

Light and air have been assured for all office space by the careful distribution of area and court spaces. The P. C. C. premises on the fourth and fifth floors, which have just been occupied, are all open, undivided by partitions. One large room is being made into a sample room. It has glass sides and will afford a good display of goods at all times in natural light. To provide for dark, rainy days, an invisible lighting system is installed throughout. One of the most noteworthy features of the building is its sanitary and thoroughly equipped wash rooms and toilets. The plumbing throughout the building is open and easily accessible. Mail chutes are on hand on each floor.

On the ground floor of the building is a pumping plant worked by compressed air which will carry the city water to the fifth and sixth floors, as the gravity system often does not reach beyond the fourth floor. This pumping installation can be used for the lower floors if needed.

Six elevators are provided for, but only four of most modern type have been installed. They are equipped with automatic safety doors, handsomely finished in bronze, which make it impossible to operate the cars until the doors are closed. This system is sure to prevent accidents. Two large shafts are used for freight hoists,

consisting of blocks and tackle capable of lifting a ton at a time.

A special type of window sash has been installed throughout the building, eliminating much wooden construction and affording perfect ventilation and protection against the elements. All doors are of heavy native hardwood, brilliantly polished. The office of the



H. B. Pond, General Manager, Pacific Commercial Co., at his desk in the new Pacific Building

general manager is entirely panelled in the best variety of Philippine hardwood. On the floors are laid thick battleship linoleum. A composition called durostone will be used to finish the ground floor walls. Marble is employed throughout the building for thresholds and ornamental slabs.

The International Banking Corporation quarters will be particularly handsome in finish and equipment, no expense having been spared in



P. C. C. Financial Department, fifth floor, Pacific Building

this respect. When completed, the Bank's premises will stand comparison with the finest

home or abroad.

Murphy, McGill and Hamlin, of New York and Shanghai, are the architects. They are represented on the ground by H. H. Keys. Oscar F. Campbell is the contractor and S. D. Rowlands, the structural engineer. The cost of the building alone, without the land, is the buildir

The Pacific Commercial Company is the largest American firm in the Islands. It was originally Castle-Bros., Wolf & Sons, established in 1899. Upon the death of George Wolf, head in 1899. Upon the death of George Wolf, head of the firm, Maurice F. Loewenstein bought out the Wolf interests in 1911. John M. Switzer joined the firm and on December 28, 1911, the Pacific Commercial Company was incorporated, Boston capitalists also becoming interested. Later the company bought out the American Hardware and Plumbing Company, a retail firm. Mr. Loewenstein, then Mr. Switzer,

managed the firm until 1919, when Mr. Switzer left for the United States. Horace B. Pond, until then import manager, became general manager, which post he still holds. Associated with him are Frederic H. Stevens, import manager; Elmer Madsen, treasurer and manager of the financial department; L. J. Francisco, export manager; and John Wagner, manager of the warehouse, traffic and manufacturing department.

The Pacific Commercial Company was first housed in an old building on Plaza Moraga. Upon expansion of the company larger quarters had to be found and some of the departments housed separately. In the new building all departments, with the exception of the American Hardware and Plumbing Company retail store, are under one roof. The total number of employees is now about 1,500.

The International Banking Corporation established its first local office in 1902 in a building on

calle Rosario, now No. 90. In 1904 the Bank bought out the local branch of the Guarantee Trust Company and moved to the latter's quarters on Plaza Moraga, the site of the present Filipinas building, A. P. Bullen, manager of the Guarantee Company branch, taking charge of the office. Mr. Bullen was succeeded by Charles Palmer and P. G. Eastwick in 1905, Mr. Palmer returning to the States in 1907 and Mr. Eastwick continuing in charge until 1910, when N. S. Marshall, who had been assistant to Mr. Bullen, was made manager. In 1915, W. H. Taylor, who had been acting manager under Mr. Marshall, was appointed manager, and he in turn was succeeded by the present manager, Stanley Williams, in 1920. In that year, construction on the Filipinas Building being about to begin, the Bank moved from the old Plaza Moraga site to temporary quarters in the Masonic Temple, which will soon be vacated for the permanent quarters on the ground floor of the new Pacific building.

## P. I. Sugar Industry Discussed from Various Angles

The sugar industry of the Philippines was thoroughly discussed at the noonday meeting of the American Chamber of Commerce on Wednesday, July 19, when E. W. Kopke, supervising chemist of the Philippine Sugar Centrals Agency, and R. Renton Hind, manager of the Agency, and R. Renton Hind, manager of the Pampanga Sugar Mills, Inc., delivered addresses on different phases of the industry. Mr. Kopke spoke on "Progress of the Sugar Industry in the Philippines and Its Logical Future," while Mr. Hind's topic was "Cooperation of Central and Planter." George H. Fairchild, president of Welch, Fairchild and Company, spoke briefly, praising the remarks made by both previous resolves and adventing dictary minds. speakers and advocating a determined fight on the locust evil, as proposed by Mr. Kopke. He made a motion that the President appoint a committee to suggest ways and means of attacking the locust problem, which motion was duly seconded and unanimously passed. President Cotterman said he would name the committee and also suggested that the question would be a proper one to include in the reply to Governor General Wood's request for recom-mendations from the Chamber.

Mr. Kopke, speaking informally, declared that Mr. Ropke, speaking miorinary, declared that the locust evil is causing more damage and is a greater menace than is commonly realized. He advocated going after the breeding places in time, instead of combatting the pest after it has fully developed. To this end he called upon the Chamber of Commerce to do something. Mr. Hind substantiated Mr. Kopke's description of the magnitude of the danger, but thought that too much reliance had been placed upon the government.

#### Mr. Kopke's address follows:

"The present indications are that the gross returns for the 1923 centrifugal sugar sales will approximate from thirty to fifty mil-llion pesos. The next few years should show a substantial increase in production if conditions are favorable. I presume that the business men of the Philippines are thor-oughly interested in the welfare and advancement of an industry of this magnitude which has its returns widely distributed and which obviously must be a prominent consideration for many local concerns.

"You are doubtless all pretty well acquainted with the adverse financial conditions encumbering a number of the newer Philippine Centrals. The main battle for these Centrals during the past year has been to make as much progress as possible under these conditions—in other words, not only to find a way out but a way forward—to lay a sound foundation for future progress. The development of this industry will depend primarily on how cheaply we can produce sugar and I want to refer now to

those factors which are fundamental in their influence on the cost of production.

#### LOCAL CANE HAS POOR RATOONING QUALITIES

"Other conditions being equal, the higher the yields of cane and sugar per area of land the lower will be the cost of production; increasing yields offer the most promising opportunity for lowering the cost of production and consequently a rather comprehensive program has been started in this direction.

"A great many of the planters growing cane for modern centrals were cane planters cane for modern centrals were cane planters for muscovado many years prior to the installation of modern machinery. The agricultural methods employed were not generally conducive to high yields nor towards maintaining or developing a satisfactory degree of soil fertility. Furthermore, the indifferent selection of seed or the partie absence of our such solution because entire absence of any such selection brought about a degeneration of the cane strains and quality. The cane being grown in many areas has been weak and with poor ratooning qualities, i. e., it has not been responsive to subsequent crops from the

responsive to subsequent crops from the same planting or original stool.

"Planting cane is a very expensive operation. Furthermore, it requires an amount of labor which, during the milling season, should not be taken from the harvesting if this can be avoided. Where soil conditions are favorable, the cane stool is vigor-ous and healthy, and where proper methods are applied, several crops may be harvested without replanting, and good ratoon crops then will show a higher profit or a lower cost of production than from plant fields. Cuba has taken great advantage of a large number of ratoon crops from the same planting. In fact were it not possible for the Cuban planter to ration so successfully, very little would be heard of the low cost of producing Cuban sugars.
"Under proper methods good ratoon crops

may be realized from most of the Philippine cane areas though some of our lands are much more favorable than others from this standpoint.

#### TRACTOR AN ESSENTIAL FACTOR

"The implements used in the Philippines in past years have stirred the soil to a very limited depth. The availability of plant food is largely dependent on the activity of soil organisms which demand for their development and best functioning, healthy conditions-soil sanitation, aeration and light, sweetening, etc. Those healthy conditions necessitate proper cultivation, far more thorough work than is obtainable with the old-fashioned animal plow. I may mention that sometimes the most thorough plowing and preparation of the seed bed, particularly when the depth of plowing has been greatly increased, leads to disappointment as the immediate returns may be even less

than under the old practice.

"The soil organisms do not develop immediately and the stirring of dead or sour bottom soil over a relatively healthy top soil gives the existing organisms a kick in the wrong direction for the time being. "Judicious methods, however, will bring about the increase in fertility without this

set-back. To accomplish the best work much power is required and large areas must be covered at a good speed.

The tractor, then, or cable plowing,

becomes an essential factor. "Here we run into an obstacle in the high cost of fuel. Tractors may be seen almost by the hundreds which the hacenderos are not operating because they claim

that fuel is too expensive.

"The young cane should be brought to such a degree of development by the time the rainy season sets in that it will not suffer from this cause, but unfortunately there are often several months of very dry weather preceding the heavy rains. The use of fertilizers has been found to be of great benefit in accelerating the early plant growth; this treatment, however, does not decrease the importance of proper plowing and preparation of the land.

#### NEED OF SEED SELECTION

"Relatively large areas of cane have suffered seriously because of the presence of disease of which the planters were generally unaware. Disease seed has been widely planted, thereby extending the losses through this cause.

"There have, fortunately, been some very desirable varieties of cane growing in the Philippines for many years. As has been mentioned these varieties are not always in a healthy state, but so long as the char-acteristics are desirable and good, it is probable that careful selection of seed will bring about a great improvement. There are also other imported varieties of cane which have shown most excellent yields and ratooning characteristics, under local conditions.

The value of irrigation has been demonstrated in several instances, but develop-ments in this direction are not on an immediate or extensive program.

#### WHAT THE AGENCY HAS DONE

"Having started out with a series of Centrals, railway systems, and a very impressive (Continued on page 38)

## Cattle Industry Discussed Before Chamber

William Boyo, alias "Bill the Bull," was king at the Wednesday luncheon of the Chamber on July 26 when the leading cattlemen of Manila and their friends congregated to listen to Dr. William II. Boynton, veterinary pathologist of the government, Dr. Frank C. Gearhart, owner of the Bukidnon Ranch and the Santa Mesa Dairy, Dr. Victor Buencamino, well known veterinarian and cattle dealer, Frank W. Carpenter, ranch owner and cattle raiser, and Capt. H. L. Heath, former president of this Chamber and cattle raiser of Masbate, discourse on various phases of the cattle industry. Dr. Boynton is a world-renowned scientist, famous for his rinderpest vaccine, which has given such excel-lent results that it has attracted world-wide attention. He announced during his talk that experiments along similar lines are now being carried out with hogs, employing a new vaccine against hog cholera, the most deadly swine disease in the Philippines. Dr. Gearhart spoke of the Philippines as a field for the cattle raising industry and Dr. Buencamino concerned himself mainly with marketing conditions. Governor Carpenter referred to the unexcelled cattle lands in Mindanao and related some of his own personal experiences in the business. "Bill the personal experiences in the business. "Bill the Bull" is the title of an escrito prepared by Captain Heath and read by him as a fitting climax to the meeting. Because of its literary qualities it is given a separate place in the Journal. It is decidedly worth reading, whether or no you are interested in the cattle industry.

Dr. Boynton was greeted with loud applause when introduced by President Cotterman. He began his talk by listing on a blackboard the principal animal diseases in the Islands. Among cattle and carabao these are rinderpest, anthrax foot and mouth disease, surra, anaplasmosis and Texas fever. The two last named are tick-borne. Horses and mules are mainly affected by surra and glanders, which are incurable, and anthrax, for which there is a cure and also preventive measures. Diseases that cause ravages among Philippine pigs are hog cholera, swine plague, rinderpest, foot and mouth disease, swine erysipelas, anthrax and kidney worms.

Ways Of Fighting Rinderpest

There are four ways of combatting rinderpest, he stated:

- 1. By anti-rinderpest serum. This method is best for small herds, but it is very expensive, It requires the administration of from a liter to a liter and a half of serum at a cost of \$\frac{7}{2}\$5 a liter. Moreover, it gives immunity for three or four weeks only.
- 2. Simultaneous serum and quarantine method. This is really the best method, but takes time. The animals must be kept in the immunizing station for three weeks under strict supervision. The owners object to having their animals kept in the station such a long time, and, besides, they resent having them bled; but unless blood were obtained in this manner for serum purposes, the price would become prohibitive. The method has worked out all right in Pananga but has failed in Bulacan and Batangas.
- 3. Quarantine method. This method is very good if the quarantine can be properly maintained, but the trouble in this country is that an effective quarantine is extremely difficult of realization. Of course, mere quarantine leaves the animal unprotected against immediate contact with the disease.
- 1. The vaccine method. Dr. Boynton's vaccine is used in this method. In connection with it a quarantine must be maintained for a few days as it leaves the animal in a super-sensitive state for the reception of rinderpest. The best success has been attained with two or three injections a week apart. A single large injection has been tried, but with indifferent success. Experiments have shown that a three time injection gives nearly 100 per cent favorable results; a double injection sometimes permits a few cases of rinderpest in a mild form with almost

certain recovery; while the single injection is not as satisfactory, though it is much better than no treatment.

#### DIFFICULTIES OF VETERINARIANS

Excellent results have been obtained in Masbate, Dr. Boynton stated, also on the Roxas Estate in Nasugbu, Batangas, which was cleaned up in three weeks, and at San Miguel de Mayumo, Bulacan, where after three months' slow work, rinderpest was banished for the first time in years. Also in Manila, among dairy herds, the Boynton treatment has given excellent results. Mr. Perez, a local dairyman, ascribes the salvation of his herd to the Boynton treatment. One advantage of the treatment, the speaker pointed out, is the fact that work animals need not be taken away from their work and dairy animals can be milked right along without appreciable effect while the vaccine is being administered. All the animals in the Islands can be similarly immunized, he declared, if instructions were followed to the letter; but this is often impossible in the Islands because of local conditions and lack of government and popular support.

Dr. Boynton then related some of the experiences of veterinarians in the field, showing that the lack of facilities, particularly as regards transportation, greatly handicaps the work. On one occasion, in Laguna province, 250 cattle had been assembled for the second injection. The old car in which the veterinarians travelled broke down on the road and arrived about half an hour late. All but about 100 of the cattle had been taken home by their owners.

"It is up to you cattle men to see to it, that we get adequate support," Dr. Boynton declared. Another difficulty is to convince the people that the vaccine treatment is not a cure but merely a preventive. The vaccine has the effect of increasing the virulence of the disease if injected into an animal in the incubative stage or suffering from rinderpest, and usually kills such an animal. This, the natives find it hard to understand.

Dr. Boynton then briefly referred to the hog cholera vaccine which is being worked out. Results thus far are very encouraging, he announced. It has been tried on the most susceptible animals and will not give them the disease under proper conditions, while it confers upon them a high degree of immunity.

Dr. Kern, one of the Bureau's best field men, Dr. Boynton stated, has worked out figures showing that 10 vaccination parties can drive rinderpest out of the island of Panay, thus absolutely protecting the southern Islands, including Mindanao. The main requirement is funds and adequate government support and cooperation.

#### LOCAL INDUSTRY FAVORED BY NATURE

The next speaker was Dr. Gearhart, a veterinarian and practical cattle and dairy man. He spoke of the cattle industry in the Islands as one involving but small risk and laboring under fewer disadvantages than that of other parts of the world. There are no big droughts here, such as occur in Australia, Africa and other countries, killing the cattle by the thousand. Besides, we do not suffer from the severe winters which cause such enormous losses to the cattle industry in the United States and other temperate zone localities. As for rinderpest, Dr. Gearhart quoted figures to the effect that not over three per cent of the cattle in these Islands have been lost from this cause in the last ten years. Given the right location and proper care for the cattle, a man takes fewer risks in the cattle business here than almost anywhere else, he stated. With the new vaccine and the infusion of Indian, disease-resisting blood, the industry is going right along and should show substantial progress.

According to Dr. Gearhart the principal need now is greater interest on the part of the people. The Indian zebu, he declared, is a great help in improving the stock, but the European mixtures do not succeed so well except in some parts of Mindanao. That the Indian cattle are virtually immune to rinderpest is a pretty well established fact he said

Two of the principal drawbacks to the success of the local cattle industry, in Dr. Gearhart's opinion, are the inadequate transportation facilities, which make the cattle lose much weight enroute to market, and the lack of competent cattlemen, since the Filipinos do not take to cattle raising like the Mexicans or South Americans. This is one reason why the cattle here are so wild, he said. Dr. Gearhart advocated the keeping out of foreign cattle. The embargo helped us during the war, he declared, and should help us now. However, when cattle importations are stopped, the importers raise their prices of meat to such an extent that the government is prevailed upon to intervene and remove the barrier, thus undoing the benefits derived from the embargo.

#### DR. BUENCAMINO ANSWERS ARGUMENTS

Dr. Victor Buencamino said he was opposed to the barring of foreign cattle for two reasons: first because of the lack of adequate shipping and docking facilities, and second, because, in his opinion, the local supply of livestock is not sufficient to supply local demands for meat. Moreover, the Filipinos, he stated, do not like to eat cold storage beef. To prove his contention that there is not a sufficient number of cattle in the Islands to supply the market, Dr. Buencamino gave the following figures:

 Total number of cattle.
 600,000

 Total number of males.
 300,000

 Total number of warlings.
 100,000

 Total number available.
 200,000

 Total number available, provinces.
 100,000

 Total number available, Manila.
 100,000

"Will our interisland shipping permit the bringing of this number of cattle to Manila in a year?" he asked. He then said that the total consumption of Manila is 36,000 head of 150 kilos each, dressed. The native animals, however, only average 75 kilos, dressed, which gives a total local need of 72,000 head. This number, he maintained, can not be made available under present transportation conditions.

As to the accusation commonly made that local cattle dealers do not give cattle raisers good enough price, he declared that considering the waste and the overhead expenses, which are higher per head for native cattle than for imported animals, the local cattle raiser is getting a very fair price, in view of the effort he expends and the capital he invests. He admitted that the retailer might be charging high prices for meat, but said that the retailer was also entitled to a profit.

Dr. Buencamino related how about five years ago he induced Dr. Boynton to remain in the Islands and advocated the payment of a royalty to Dr. Boynton of P1 or P2 a head for each animal treated by the Boynton vaccine as a fitting reward for his services.

Mr. Carpenter spoke of the great importance of Dr. Boynton's work on rinderpest and of the great opportunities in cattle raising in Mindanao for profitable investment.

Captain Heath's address concluded the meeting.

#### ATTEMPT TO CONTROL EXCHANGE

In an effort to control foreign exchange, the President of Ecuador has published a decree requiring a government license for exports to be granted only on delivery to the customs authorities of drafts for 70 per cent of the value of the goods to be exported. The exporter will receive the equivalent of this amount at the official rate of exchange. These drafts will be delivered to the banks, who are authorized to sell them at an advance of two points to persons actually in need of drafts for foreign payments.



EDITORIAL OFFICES

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this Journal carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given.

Vol. II

AUGUST, 1922

No. 8

#### ADVERTISING THE PHILIPPINES

The June numbers of prominent American magazines contain full page advertisements of the United States Shipping Board featuring the Philippines. This is in line with the recommendations made by this Chamber recently, on the initiative of the Newspapermen's Section, and it is said on good authority that the future advertising activities of the Shipping Board will have the Philippines prominently in view.

The advertisements referred to are well illustrated and worded so as to attract tourists. The glamor of the Orient and the tropical beauties of nature are forcibly brought out. They are advertisements that do credit to those responsible for them and if followed up in kind will be the best possible publicity for the Islands.

The American Chamber of Commerce congratulates the United States Shipping Board on its splendid Philippine advertising and is highly appreciative of the Board's cooperation in the endeavor to attract tourists to this beautiful and hitherto inadequately known Archipelago. Such effort will result in more business for both the Board and the commercial community of the Islands.

#### **BUSINESS IN POLITICS**

Very often the criticism is made against chambers of commerce, and this Chamber is no exception, that they concern themselves too much with political matters—political matters, or politics, being defined as anything having to do with the conduct of government. We have previously expressed our opinion that the two, business and politics, are closely related to each other, and that the state of business to no small extent depends upon the conduct of government.

If American chambers of commerce are to be criticized on this score, British chambers are still more severely to be taken to task, judging from a recent issue of the Journal of the London Chamber of Commerce. In the recorded activities of various chambers throughout England, the principal topic of discussion seems to have been the governmental Budget. Thus, at a meeting of the Council of the London Chamber of Commerce, held on May 11, a resolution was adopted praising the Chancellor of the Exchequer and the Postmaster General for certain provisions they proposed to include in the Budget. Another resolution regarding the date of the introduction of the Budget was referred to the Sections of the Chamber concerned with dutiable goods. The Edinburgh Chamber of Commerce also passed similar resolutions regarding the Budget. The various proposals of the Budget were discussed by the Board of the Manchester Chamber of Commerce, we learn, "and regarded favorably." We further read:

Speaking at the annual meeting of the Walsall Chamber, the newly elected president, Mr. J. J. Stanley, said the Budget was to a very large extent a Chamber of Commerce Budget. He found in relation to almost every item the Chancellor of the Exchequer had been approached by the Association of British Chambers of Commerce, and it was clear that the Chambers of Commerce were becoming much more important.

English chambers of commerce are evidently not afraid to tackle governmental problems that concern them vitally. They are not taken to task and accused of "playing politics," because they take a deep interest in the Budget and make themselves felt in high political circles. They are putting business into the government. And that's the thing that's needed here most after "getting the government out of business".

#### OLONGAPO

The United States Navy is abandoning the naval station at Olongapo with its splendid repair shops, dry dock, etc. Could not the station be used as a yard for the benefit of the American merchant marine in Far Eastern waters? If American shipping is to expand, if it is even to hold its place on the Pacific ocean and adjoining waters, such a repair station will become a prime necessity.

The removal of the present equipment will cost a great deal of money, and some of it can probably not be utilized to good advantage at Cavite. That is particularly true of the dry dock Dewey, which requires a deeper draught of water than can be found in Manila Bay adjacent to the shore. The adaptation of the naval shops to mercantile requirements ought not to be a difficult task.

At present there is no American marine repair station of ocean-going caliber in the Far East. Olongapo could furnish one—in fact it is practically all ready for operation. We wonder if the United States Government could not make some arrangements by which this very complete and efficient shipping plant could be utilized for the benefit of the American merchant marine?

Secretary of the Navy Denby was scheduled to be here the early part of August. No doubt the matter will be called to his attention. It certainly should be.

#### THE FORMATION OF SECTIONS

The division of the work of the Chamber into Sections, each Section dealing with a definite branch of insular business, has been going on slowly for nearly a year. We now have a Builders' Section, an Embroidery Section, a Newspapermen's Section and a Real Estate Section, while a Hemp Section is in the process of formation. A movement is now on foot to increase the number of Sections and thus add to the effectiveness of the Chamber's work. The idea is that in each Section there will be grouped all the American interests concerned with that particular line of business, thus bringing together the best thought in that line and furnishing an excellent environment for cooperative effort, which species of effort has at times been lacking in the American business community, to the prejudice of American national interests in general.

Some members would go even one step further. During the general meeting of July 12 it was suggested that it might be possible in the future to reorganize the Chamber so as to have its organization based on Sections instead of on the general representation now in effect. One member put forth the idea that it might be advisable to change the by-laws so as to have the Board of Directors elected from the principal Sections instead of from the Active membership at large. This would necessitate the division of the membership into a limited number of general groups, or Sections, each Section being entitled to a member on the Board. Each general group could have any number of smaller, more specific groups. Thus the Export Section would under this scheme be divided into several sub-sections, each devoted to a particular commodity such as hemp, sugar, copra and tobacco-

This is all merely tentative, but the matter has been given considerable thought by Active members, and the Board of Directors has informally discussed it. An expression of opinion of the membership at large would be welcomed by the Directors so that they might be guided in their discussions of the question. The Directors are concerned mainly with the objective of making the Chamber's work and influence as effective as possible, and to this end they are ready to discuss and consider any practical, constructive plan.

#### FREIGHT RATES IN THE PHILIPPINES

Constant complaint is being heard in commercial circles regarding the allegedly high steamer and railroad freight rates in the Philippines. Merchants seem to be of the opinion that interisland steamship rates should not be 75 per cent over pre-war rates, as they are now according to good authority, and that railroad rates should also go down, the principal factor justifying a reduction being the lower price of coal.

This JOURNAL has on a previous occasion argued for a reduction of interisland steamship rates, but, except in the instance of individual routes here and there, no general reduction has been attempted. This, to some extent, is said to be due to the insufficiency of the law, which does not grant the Public Utilities Commissioner enough authority to effect reductions. If that is the case, however, steps should be taken to amend the law so as to make it more elastic and more adaptable to changing conditions.

It has been suggested that the present office of Public Utility Commissioner be abolished and a Board of Public Utility Commissioners be appointed on which shall be represented the transportation operators as well as the shippers. This Board might be granted greater discretionary powers than the Commissioner possesses at present. Another suggested change that would operate toward a reduction of rates is the employment of actual values of shipping property as a basis for computing earnings instead of the original values, as is done in many cases. Some of the vessels now employed in the interisland trade have a very small market value and their worth should have been many times amortized through earnings.

On the other hand, it would appear that the shipowners themselves are not cooperating in exploiting the Philippine field properly. A few routes such as those between Manila, at one end, and Cebu and Iloilo, at the other, are over-served. Ships carry full cargoes from Manila and return almost wholly in ballast. The result is that losses are occasioned on the return trip which must be made up on the outward voyage. At the same time other ports that could in time be good sources of revenue for a steamer line remain now without any service. If private initiative does not care to embark upon the development of interisland steamship routes, the government might step in and extend aid in the form of a limited subsidy.

Much can be said on both sides of the controversy, but no amount of argument will dispel the fact that freight rates in the Philippines have not fallen in proportion to the prices of commodities or as compared with ocean rates, which are down to nearly pre-war level. Inasmuch as freight rates have an important bearing upon the prices of all the natural products of the countries and thus upon our foreign commerce, it is essential that some machinery be provided for keeping them at reasonable levels. Otherwise the Philippine merchant will continue to labor under a handicap in the world market—a handicap by which the local steamship owner and the railroad company profit at the expense of the public.

#### A GOOD OMEN

The rather sensational rise in the price of sugar of the past month or two is a good omen for Philippine business in general. Commodity prices have a tendency to rise and fall in sympathetic coincidence. It very seldom happens that one staple takes a big rise without a corresponding rise in the others. The rise in sugar therefore indicates a rise in the other products of the Islands, and such a general rise, in turn, spells improvement and prosperity.

Experts have for some months been predicting a world shortage of sigar. They confidently expected a strong market for the commodity. It has materialized sooner than expected and probably with greater strength than was anticipated. At any rate, the sugar industry of the Islands has a bright outlook. It is only a matter of time, and probably a short time

at that, before the other branches of Philippine industry will become as assured of a prosperous future.

#### THE PORT COMMISSION

Beginning last month, the new plan of private administration of the government's cargo-handling plant went into effect. For many years attempts had been made to turn this work over to private parties, but not until the last session of the Philippine Legislature was it possible to enact a law that brought the scheme into realization. The creation of a Port Commission enabled the government to let out the arrastre plant to private concerns—and the plan is being tried now under favorable auspices.

Thus far little can be said as to the success or failure of the plan—not sufficient time has elapsed for a definite judgment; but those who have had occasion to observe its workings at first hand agree that it is an improvement over the old way, and nearly everybody concerned thinks that as time goes on it will work still smoother and more efficiently. Naturally, difficulties will arise at the start that will test the patience of the contractors, the shippers, the shipping companies and the government officials, but if they are met in the proper spirit and constructive efforts are made to overcome them, the result cannot help but be a vast improvement over conditions in the past, when unnecessary delays and excessive charges featured the cargo-handling service.

Some objection has been voiced by unsuccessful bidders for the cargo-handling contract. It is true that some of the rejected offers were perhaps a little more favorable in dollars and cents than that which was finally accepted, but, as Mr. Cresap explained at one of our recent noonday gatherings, it was not so much a matter of dollars and cents as one of efficiency and ability to "deliver the goods." It seems that the work is now being handled by those best qualified and best prepared to handle it, and that, after all, is the main requirement.

With the elimination of governmental red tape and political influence in our cargo-handling machinery, the port of Manila should begin to enjoy a more favorable reputation in shipping circles than it has in the past. This will mean more trade. For this beneficial change in one of our most important commercial public services, the Manila Port Commission must be given credit. It is hoped that the change will prove as beneficial and profitable as is expected by all vitally concerned with the reputation and growth of the port of Manila.

#### THE NEW PACIFIC BUILDING

Last month saw the completion of the latest addition to Manila's growing group of "sky-scrapers,"—they can't scrape very high because the law forbids buildings over certain height, but they go as high as the law allows.

The Kneedler building, the Masonic Temple, the Chaco building, the Heacock building, the Wise & Co. building, the Hogar Filipino building, the Hongkong and Shanghai Bank building, the Fernandez Hermanos building, the Filipinas building, the Yutivo building, and, finally, the Pacific building each mark a distinct step forward in the transformation of Manila's business section from the old Spanish model to the modern American style.

The Pacific building represents the very latest word in office-building construction. Manila is now able to offer business firms office accommodations excelled in no city of the Far East and at rentals that are considered very reasonable.

The buildings above-mentioned have all sprung up in the last decade and others are soon to follow. It is safe to predict that ten years from now Manila's skyline will hardly be recognizable by a present-day resident who has been away a decade. How many of us realize the big changes that are constantly taking place all around us?

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### Review of Business Conditions For July

#### THE UNITED STATES

The railroad strike and the coal strike are the all-absorbing topics in the United States, and well they might be, for upon their solution depends the very economic life of the nation. Despite the most strenuous efforts of the Government to prevent a strike, the railroad shop workers walked out and as a result the railroad system of the country is gradually being tied up.

on June 3, according to latest available authentic figures, the production of coal had shown a steady increase since April 1, the first day of the strike. Thus for the week ending April 8, 3784,000 tons were produced, while for the week ending June 3 the production was 4,519,680 tons. On April 1 the stock on hand was about 68,650,000 tons. On June 3, the amount on hand was 32,564,000 tons. On June 3, the weekly consumption averages about 8,100,000 tons, as against a production of say 4,500,000 tons, as against a production of say 4,500,000 tons, as against a production of say 4,500,000 tons, at was estimated then that a general shortage was not due until about the middle of July. This shortage has now eventualized, and there is talk of the Government operating the plants or importing coal from abroad. The only coal now being mined is bituminous, all the anthracite mines being closed down. This means a serious shortage next winter for domestic and general heating purposes.

However, as long as the production of soft coal continues at a rate of nearly 60 per cent of normal, industry cannot be brought to a standstill by the coal strike. Production can be curtailed somewhat, but in some lines that might in reality be a blessing in disguise. It is perhaps this feature of the situation that has caused the New York stock market to hold its own during the coal strike.

The bull movement was for a week or two halted, and it looked as though a downward reaction had set in for good. The market, however, bucked up and went even higher than before the temporary slump. It is evident that Wall Street does not anticipate very serious consequences to business from the coal strike and the railroad strike, the latter probably being a sympathetic movement in a desperate effort of the radical elements of organized labor to bring the employers to terms.

## REVIEW OF THE EXCHANGE MARKET

By Stanley Williams

Manager, International Banking

Corporation

Our June report closed on the 26th of that month with banks' selling rates for New York exchange quoted nominally at 34% premium for demand drafts and 15% premium for telegraphic transfer, but with business talked of at ½ below these figures. The market has remained practically unchanged throughout the month and has ruled dull and uninteresting with only a very moderate commercial demand and export paper offering only moderately and largely for forward delivery.

The market closed for the period covered by this report on July 26 with rates called 34% premium for demand drafts and 1-½% premium for telegraphic transfers, both rates being offered for cash.

No definite information has been forthcoming from government sources as to when or on what terms the Insular Treasury will resume the sale of New York exchange, although the local press has contained some information concerning the sale of government bonds in the United States in accordance with the government's scheme for rehabilitating its finances. It is

thought in well informed circles, however, that the government will shortly be in a position to resume exchange operations.

The London cable rate in New York which closed in our last report at 438-36 on June 24, gradually climbed with fluctuations to 445-36 on July 5 and then eased away to 443-36 on the 11th. 446-14 was touched on the 17th, and the last rate to hand at the close of this report is 445-38 on July 25.

Silver, which was quoted at 35.74 for ready and forward delivery on June 24, reached a high of 36.94, ready and forward, on July 4 and then eased off gradually during the rest of the month to 35 d. on July 25, which constituted the low price for the period.

Sterling cables were quoted locally at 2/2- $\frac{1}{2}$  on July 26 and the banks' buying rate for 4 months' sight credit bills was  $2/3/\frac{9}{16}$  at the close, both rates being  $\frac{1}{2}4$  d. lower than at the close of our June report.

Telegraphic transfers on other points were quoted nominally at the close on July 26 as follows:

Paris	570
Madrid	162
Singapore	106
Japan	98
Hongkong	1181/4
Shanghai	
India	168
Java	

#### JULY SUGAR REVIEW

By Welch, Fairchild & Co., Inc.

During the past month there has been considerable activity in the sugar market, with a continuous improvement in prices. The periodical lulls which we have noted in the market during preceding months again evidenced themselves during the month under review, but the market reacted as usual and on each occasion went beyond the prices at which the lulls in the market set in. Prices for Cubas ranged during the month from 3½ cents to 3½ cents, c. and f., New York, and while the market closes with the latter price just barely maintained, the tone is firm with a tendency to improve.

During the month there were sales of Philippine Centrifugals at prices ranging from 4.86 cents to 5 cents, landed terms, duty paid. Practically all of the Philippine sugars afloat are now sold. Only small quantities remain to be shipped, and holders are not anxious to sell these, preferring to await developments in the market.

The price of refined sugar in the United States has advanced since our last review from 6.30 cents to 6.90 cents per pound

cents to 6.90 cents per pound.

The U. K. market has also advanced consider-

The U. K. market has also advanced considerably during the past month, but the tone of this market has not been quite so strong as that of the U. S. market, buyers being inclined to nervousness and feeling that prices have advanced too rapidly. No doubt the more favorable reports of the best crops in Europe have tended to make the U. K. market less responsive to advances than the U. S. market. The badly needed rains have fallen in Europe and have greatly improved the prospects for the coming beet crop.

During the past month there has also been a marked increase in the prices of Javan sugars, although this market has been more susceptible to declines than the Cuban market. The Javan market is dependent largely upon the demand from Europe and has reflected at times the nervousness existing in the sugar market in European countries.

There has been a good demand from Japan and China for the limited stocks remaining of our Muscovado sugars, with moderate businespassing. These stocks are firmly held and there is no pressure to sell. There are buyers on the basis of \$\mathbb{P}{7.50}\$ per picul, first cost, for No. 1. The stocks of Centrifugals available for purchase are also limited and firmly held. Furing the past month prices have ranged from \$\mathbb{P}{11.25}\$ to \$\mathbb{P}{12.50}\$ per picul, first cost.

The final out-turn of the Cuban crop is likely

The final out-turn of the Cuban crop is likely to be in the neighborhood of 4,000,000 tons, which is considerably more than was originally estimated. The latest estimate of the donestic beet crop predicts a decrease of 300,000 tons compared with last crop. The Government estimate of this crop is \$86,000 tons. The latest estimate of the German beet crop

The latest estimate of the German beet crops between 1,500,000 and 1,700,000 tons.

The consumption of sugar in the United States for the first six months of this year has been c-timated at 2,780,000 tons. There is some doubt as to whether these figures represent the actual quantity of sugar consumed or the quantity that has gone into distribution during the past six months, but the general impression is that practically all of it has gone into actual consumption. If such is the case, there has been a tremendous increase in the consumption of sugar in the United States, and if this increase is maintained during the remaining months of the year, we shall see an increase of almost 25% in the consumption of sugar in the United States this year over last year.

#### REVIEW OF THE HEMP MARKET

By H. Forst, Vice President and General Manager, Macleod & Co., Inc.

Considering the prevailing strikes and labor trouble in general in the United States, and unsettled financial conditions in Europe, the month under review—so far as concerns Manila hemp—can be considered a very satisfactory one from every point of view.

Receipts at Manila and Cebu during the four weeks from June 26 to July 24 amounted to 89,308 bales, and shipments totalled 104,975 bales. While stocks were therefore reduced by roughly 16,000 bales, at date they are in reality bigger than they were a month ago for the reason that it was found upon checking up the figures at the end of June that there were 38,000 bales more hemp than had been figured on; and the actual stocks at the moment here and in Cebu amount to 251,000 bales.

The United States again was our best customer, shipments to the Atlantic and Pacific coasts during the month amounting to 60,000 bales. The United Kingdom took 25,000 bales, and Japan 12,000 bales.

The general tone of the market has been quiet but fairly steady throughout the month, with very little fluctuation in prices. Local prices are almost exactly the same as when our last report was written. They are slightly higher in the London market and a trifle lower in New York. With heavy shipments afloat to the United States—and unless the labor trouble is soon adjusted—it is safe to predict that the narket there will not advance; but on the contary, some reduction in values may be expected. The U. K. and the Continent are not oversepplied with fiber, and a steady market may be looked for from that quarter.

HEMP STATIS	rics	
	1922	1921
	Bales	Bales
eceipts at Manila and Cebu		
Jan. 1 to July 24	926,617	748,988
Tocks at Manila and Cebu,		
July 24	251,202	366,903
hipments-		
U. S. Atlantic Coast	157,004	67,443
U. S. Pacific Coast	166,188	94,165
United Kingdom	156,001	86,061
Continent	52,463	20,482
Japan	108,209	70,939
Australia	12,155	13,564
Elsewhere and Local	23,395	29,431
tal Shipments, Jan. 1 to		
July 24	675,415	382,085

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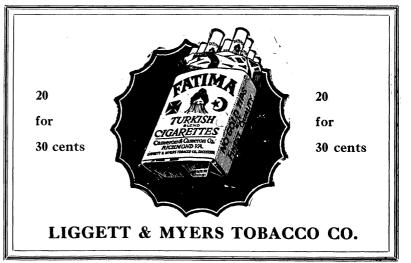
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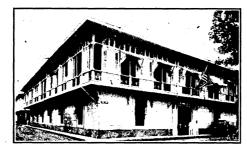
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#### COPRA AND COPRA PRODUCES

By E. A. Seidenspinner,

Vice-President, Willits and Patterson, Ltd.

Manila, July 27, 1922.

COCONUT OIL

The market for coconut oil has remained practically unchanged during July, except for the slight interest displayed by buyers for offers on remote futures. Exports during the month have been very small, totalling to date approximately 2,400 tons. Forced resales have been made in America in sufficient volume to make buyers' ideas extremely modest on near positions, and it would probably be impossible to effect trades for August shipment at better than 6-7/8, c. i. f. Pacific Coast ports, or the equivalent 7-1/8, East Coast ports. Buyers' indications for December-January shipment are 7-1/8, c. i. f. West Coast ports sellers are displaying little interest at these figures.

COPRA

The July copra market has been steady at P9.87½ ex-warehouse basis, despite increased arrivals from Laguna and Tayabas. At this writing the market is taking on a firmer turn, reflecting the recent rise in the London market from £23.5-/ to £24.5-/, F. M. M. Sellers are holding for ₱10.25 to ₱10.50 per picul for exbodega copra, with sufficient buyers at the lower figure to absorb the bulk of arrivals. Copra exports have been fairly large, the month closing with considerable activity on the part of export buyers. Total Manila arrivals during July will probably exceed 275,000 piculs.

COPRA CAKE

Exports of cake have been large, the bulk going to Europe. The Manila market is still apparently in an oversold position and although bids approximating an equivalent of P45 and P48, ex-warehouse, continue from Europe, sellers are reluctant to commit themselves further. The United States market is beginning to show interest in covar cake quantations equal. to show interest in copra cake, quotations equalling the best European bids having been received during the past few days. It appears that inability to trade further in this product is the probable cause of the firmer tone in the London copra market.

## TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co.

The value of Manla cigars as expressed by today's American market is being determined solely by their marginal utility without the slightest regard to the cost of production. This condition spells ruin for the local tobacco industry unless some drastic and concerted action is taken by the manufacturers to stimulate the consumption of better grades of cigars in America, or come more directly in contact with the American consumer. The fault lies in the fact that the sales organizations of the Manila cigar factories are not directly interested in the profits or losses that accrue to the factories by reason of the returns they receive on their finished

Already several of the smaller factories, unable to continue operating at the prices being offered by American importers, have closed down and dismissed their employees. A few of the other small factories operated by leaf dealers who have large stocks of raw materials which they are anxious to convert into money in order they are animous to convert into money in order to reduce the interest charge now being paid to the banks, still continue to operate, presumably in the hope that prices will advance to a point that will embrace normal overhead expenses. In the meantime although American importers are showing increased interest in Manila cigars,

prices continue to recede. As long as present conditions exist and until such time as the banking interests, who by reason of their loans to a large percentage of the leaf dealers and manufacturers are vitally concerned, combine and evolve some plan as was done by the Philippine National Bank in the solution of the difficulties of the sugar interests, conditions will continue to get worse.

The fault lies not with the American importer, who naturally is purchasing his cigars as cheaply as possible, but solely with the Philippine manufacturer, who is continuously bidding against himself in an endeavor to continue in operation. There is no selling organization in the United States so devoid of judgment that they do not appreciate this situation. As the head of one of the largest chains of retail stores in America aptly puts it, "I believe we can buy our goods cheaper without owning a cigar factory."

So long as the present condition continues and so long as the American importer is interested only in the sale of the cheapest grades of cigars manufactured in these Islands, that opinion is correct, but were a selling organization to become interested financially in the Philippine cigar industry, interested in creating a demand for Philippine cigars and building up brands that the American consumer would eventually learn to appreciate, the situation would materially change.

The character of the cigar business is such that any enterprising individual with a letter of credit furnished by an American importer can rent a nipa hut in the Malabon swamps, buy a few bales of tobacco and manufacture cigars in competition with the manufacturers who have millions of pesos invested in their factories. The Philippine government will stamp the products of such a factory as being "manufactured, graded, and packed under the supervision of the Philippine Bureau of Internal Revenue and Philippine Health Service. Quality STANDARD of this Grade, made by cleanly operatives in a sanitary factory from sound Philippine tobacco grown in the Cagayan Valley" and guarantee the American importer against loss up to \$1.50 per 1,000 cigars, in the event that the cigars deteriorate within 45 days after arrival in America. This \$1.50 per 1,000 today works out at an average of 8% of the c. i. f. purchase price of the cigars. While it is perfectly true that all manufacturers receive the benefit of this guarantee, it stands to reason that the irresponsible manufacturer secures the greatest benefit because of the fact that the American importer holds the responsible manufacturer to the guarantee he must always furnish in order to secure orders.

Advices from the Cagayan Valley are to the effect that the packing of the 1922 crop is about to begin. This year's crop is now estimated as 80,000 quintals in Isabela and 30,000 quintals in Cagayan.

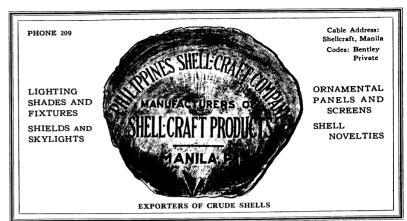
This year's early plantings suffered through lack of sufficient rain and did not reach their full growth; later plantings fared better, but in some districts there were frequent rains towards the close of the harvest and consequently a large proportion of the crop is rain spotted and may be more or less mildewed.

It is estimated that of the previous crops there still remain unsold in the hands of the dealers 250,000 quintals.

#### THE RICE INDUSTRY

By Percy A. Hill, of Muñoz, Nueva Ecija Director, Rice Producers' Association

Prices for unhulled rice (palay) have taken a small advance, although in isolated cases this has been as much as 10%, the retail market temaining steady in price to meet the tariff increase. The tardiness of the planting season in the main rice producing region will have an adverse effect on the crop, as the daily down-pours in Manila do not seem to reach the rice regions further north, which are suffering from a real lack of moisture similar to that of 1916. Many crop speculators are of the opinion that a short crop will have the effect of boosting



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prices, but with available imports, the advance

will be small.

The Bureau of Agriculture's figures for the 1921 rice crop are at hand and are the only ones available except those of small regions tabulated by rice growers' associations. It should be remembered that of a necessity these figures of the Bureau are taken from the municipal officials, who from lack of training and because of the fact that they are elective, cannot have the same dependability as regular crop reporters. The total crop returns as analyzed by the writer would make 41,478,540 cavans of palay, which put into clean rice would connote 1,192,508,020 liters. Assuming the 1922 population of the Islands to be (with the natural increase since the 1918 census) over 11,400,000, it will be seen that the home crop only supplies a little over 100 kilos per capita, the balance being imported. Inasmuch as the per capita consumption of Japan is given as 302 lbs., it will be seen that the Japan is given as 502 nis., it was be seen that the Islands have some distance to go before food adequate for home supply can be grown.

The 1921 rice crop in the five provinces producing the greatest amount of this cereal is

analyzed as follows:

	of Palay
Nueva Ecija	7,818,088
Pangasinan	6,628,193
Tarlac	2,965,352
Iloilo	
Pampanga.,	1,818,637

This gives a total of 21,533,725 cavans for the five provinces, or over half the total crop produced in the Philippines. Nueva Ecija is inorder in the manippines. Nueva Ecija is increasing its production so rapidly that the title of "Granary of the Philippines" can no longer be applied to Pangasinan. Furthermore, the latter province has a decreasing inter-provincial approach leaving Music Eciji (1997). export, leaving Nueva Ecija far in the lead.
The crop production of Nueva Ecija compares

favorably with any of the Indo-Asian export countries. The 1920 Yearbook for the Dutch East Indies states that a metric ton of clean East Indies states that a metric ton of clean rice is the average production of its 3,500,000 hectares devoted to rice culture. This means that the yield is approximately 40 cavans per hectare. Since 1918 Nueva Ecija has often exceeded this yield. In Burma, Siam and Indo-China the yield varies from 33 to 44 cavans per hectare. The methods in vogue are identically the same, with the exception of better clients are distincted by the vocort curtice. matic conditions enjoyed by the export countries.

matic conditions enjoyed by the export countries.

The 1921 crop of rice in Japan was 16,694,000,000 lbs. of clean rice, or 133,555,000 cavans of rice of 125 lbs. The average yield over a five-year period for this crop has been 112,000,000 cavans, being an exceptionally high average yield. Still Japan is experimenting with whole wheat bread made from the cheaper grades of Manchurian flour, but the people do not take kindly to this for a stable diet. Formosa reports an increased gain in rice culture, its excess all going to Japan.

The depredations of the locusts and army

worms will slow up the planting of the Philippine crop considerably, in spite of steps taken locally to prevent loss of seedbeds in the Central Plain, but the most important factor, that of sufficient water, appears to be the main danger confronting the coming crop of 1922-1923.

#### THE TEXTILE MARKET

By L. S. Brown, Manager, Textile Department, Pacific Commercial Company

On June 2, the Government reported the condition of the cotton crop on May 25 to be 69.6%. This is somewhat better than the report for the last two years, the 1921 May condition having been 66% and 62.4% for 1920. It is, however, considerably under the 75.6% of 1910

The cotton market dropped for a time after the report was issued, due to considerable liquidation which came about on the strength that the report was 3.6 to 7.2% better than for the past two years. Later the market apparently

recovered somewhat and latest advices give spot cotton as selling at \$.22\forall per pound. It is pointed out that the Government report is not without some lavorable features, but it is not without some lavorable features, but it does not promise the needed crop. It could not be figured as pointing to over 11,100,000 bales and might be computed as indicating 300,000 bales less. At these figures this will mean a season's supply of approximately 15,500,000 bales beginning August 1, with an estimated consumption of 14,000,000 bales. If these figures are correct, it will leave a very small carry over for the season 1923-1924.

It would seem that this report is about what the cotton piece goods trade expected, as it has had very little effect on the finished goods market. The market before the report was issued was on a firm basis with the general price tendency upward, and it would appear that, if anything, it has caused mills to hold prices slightly firmer. Recent cable quotations show increases of from 1<sub>8</sub> to ¼ of a cent per yard on standard construc-tions of bleached and grey goods, with nearby deliveries somewhat difficult to obtain.

There is very little change in the local market. Business still continues exceedingly dull and dealers show no interest in buying beyond immediate requirements.

#### REAL ESTATE

By P. D. CARMAN, San Juan Heights Addition

SALES CITY OF	· IVĮ ANILA	
	May 21	June 21
	to June 20	July 20
Santa Cruz	₱101,773	₱470,010
Sampaloc	87,894	44,864
San Nicolas	126,792	32,587
Tondo	70,035	170,272
Malate	56,971	26,745
Binondo	122,500	69,000
Paco	30,000	123,800
Quiapo	53,300	10,500
Ērmita	18,604	62,000
Santa Ana		3,391
Intramuros		7,000
Pandacan		850
San Miguel		8,000

Total...... ₱667,869 ₱1,029,019

1922 TOTALS

January-February₽	657,012
February-March	690,826
March-April	704,789
April-May	694,211
May-Iune	667,869
June-July	1,029,019

For the first time in a number of months, Manila real estate sales this month pass million peso mark.

With the rather steady increase since the first of the year, this month's showing begins to look as if the real estate market were getting back to Whether or not it is largely the result normal. of one or two unusual sales, remains to be seen.

The belief, however, seems to be quite general that increasing prices and widening markets for some of the Islands' staples is producing a confidence which is reflected in a somewhat confidence which is reflected in a somewhat greater local buying activity. And because of the security which is generally offered by investments in real estate, it would not be surprising if it were one of the very first market to feel the favorable effects of approaching prosperity. Another real indication that more prosperous commercial conditions are approaching the seem in the fact that authorized capital ing is seen in the fact that authorized capital of corporations registered during the first six months of this year was \$\mathbb{P}23,565,600\$ as compared with but \$\mathbb{P}8,266,100\$ during the same period

ol last year. Real estate sales in Manila during the calendar month of May, 1921, were 19466,258, whereas sales during the month between May 21 and Jane 20 of this year, as noted above, totalled

1'667,869. A somewhat increased activity is reported for last month in suburban sales, although lack



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## MANILA RAILROAD COMPANY

of available records and the fact that most of the suburban properties are sold on the installment basis make it difficult, if not impossible, to secure

any complete and accurate data.

Fewer "sacrifice" sales even than during the Fewer past few months were reported in Manila during

the last thirty days.

Every indication, therefore, seems to be that recovery and better conditions are upon us and that, while anything approaching a real estate "boom" is not likely in the near future, a satisficient of the conditions of the conditi factory situation, approximating conditions before the depression, may be confidently ex-

#### AUTOMOTIVE REVIEW

By GRIFFITH M. JOHN, Manager, Automotive Department, Pacific Commercial Company

In this country of limited railroad mileage the development of the interior agricultural areas depends almost entirely upon the unhampered and unrestricted development of motor trans-portation. The motor truck will provide service of a type not to be duplicated by any other agent, as has been proven in various other countries. Yet despite this demonstrated fact, apparently hasty and ill-conceived legislation is rapidly be-coming the greatest obstacle in the path of the commercial car activities,—the only connection the populace of many interior districts has with the port town markets.

The public has not as yet recognized the issue

involved and yet remains to be sold on an idea of motor transportation, or it would realize the necessity of immediate action to combat adverse legislation which is the result of ill-conceived and harmful propaganda on the part of competitive interests operated under government control.

The cry that the motor truck is a destroyer of highways and a means of damaging competition with the railroad is a weak argument. Highways are constructed for but one purpose and that is to provide ways of transportation between productive areas and their outlet; and the fact that the motor truck competition is keenly felt by the railroads is only a confession that com-mercial car transportation renders a service not offered by the railroad and a service that appeals to and meets the needs of the public.

to and meets the needs of the public.

During the past six months, sales of motor trucks have rapidly decreased. Prospective purchasers have not only hesitated before buying because of the excessive motor taxes, but in many instances experience great difficulty in constitutions.

securing operating permits.

It is time for concerted action on the part of the motor car interests and the producing pullic to combat derogatory legislation that in the name of increased revenues and protection for government-owned transportation lines is rapidly closing the most advantageous outlet between the inland producer and his market.

#### DAIRYMEN'S LEAGUE MAKES BIG STRIDES IN U. S.

What is probably the most impressive cooper-What is probably the most impressive cooperative industrial and mercantile movement of modern times is the Dairymen's League, comprising 95,000 dairy owners of the states of New York, Pennsylvania, New Jersey, Massachusetts, Connecticut and Vermont, the richest dairy region in the eastern part of the United States. In April of this year the League operated over 70 plants for the handling of milk and the manufacture of milk products and the monthly business done amounted to \$6,000,000. One million cows are owned by the members of the League. Starting from small beginnings nearly ten

Starting from small beginnings nearly ton years ago, the League has grown tremendously since the milk strike of 1916 and now its central offices are housed in a four-story building covering almost a city block in Utica, N. Y., where 350 men and women are employed. The company has a capital of \$50,000,000 and the stockholders represent over \$500,000,000.

The League is represented in the Philippines

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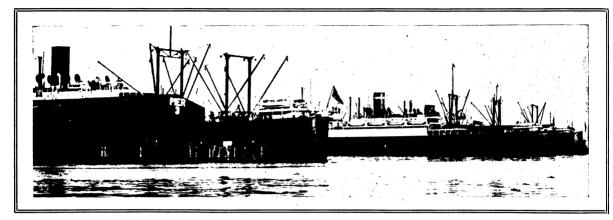
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# SHIPPING NOTES



#### SHIPPING REVIEW

By E. J. Brown

General Agent for the Philippines, Pacific Mail Steamship Company

The Philippine Shipowners' Association, whose members operate steamers in the inter-island trade, attempted to reduce by 20% the salaries of officers and wages of crews, effective July 1. Captains and chief engineers of "first class" vessels were to receive \$\mathbb{P}360\$ per month instead of ₱450. Their pre-war salary was ₱250. By reducing expense of operation owners hoped to be able to reduce freight rates. Workers the world over have been reluctant, to say the least, to accept reductions in wages and the Filipinos were no

exception to the rule. The officers met, protested, refused to submit the matter to an arbitracion committee, and for a while a strike seemed. imminent. The officers' committee presented a demand on July 6 for the immediate signing of a two-year contract under the old rates, with the ultimatum that they would walk out if the shipowners refused. The owners did refuse to consider such a proposition but agreed to postpone the 20% cut until July 31, to allow time for negotiation and a satisfactory settlement. Later the owners' association appointed a committee to consider the officers' proposed two-year contract. At present writing both sides are standing pat, and a strike on July 31 seems inevitable unless a compromise is reached.

The liner Empress of Canada arrived in Manila July 19 on her maiden voyage from Van-couver. The *Empress of Canada* is the latest addition to the Canadian Pacific's trans-Pacific fleet and is a vessel of 22,500 gross tons, 653 feet in length with a beam of 78 feet and sea speed on August 17, 1920. The Empress of Canada is one of the largest vessels to enter Manila harbor and with the Empress of Russia, Empress of Asia, and Empress of Australia (an ex-German steamer to be placed in service next month), the company will have a sailing every fortnight from Manila to Vancouver.

The "535" liners President Taft and President The "535" liners President Taft and President Pierce have been allocated to the Pacific Mail for trans-Pacific operation. The former will sail on her initial voyage from San Francisco September 12, while the latter will take her place in the fleet on October 3. There will then be ten of the "President" steamers in the trans-Pacific trade, five out of San Francisco and five out of Seattle. The Admiral Line and Pacific Mail trade, two out of San Francisco and two out of Seattle. The Admiral Line and Pacific Mail are adjusting their schedules in order to allow alternate weekly sailings from Manila, one week a steamer to San Francisco and the following week one to Seattle. With these frequent sailings and those of the Canadian Pacific and Toyo Week With the Mail will be suited. Kisen Kaisha, Manila will have a steamer service to and from the Pacific Coast that will leave nothing to be desired.

The Shipping Board freighter West Chopaka, operated by Struthers & Barry, called at Legaspi during July and loaded 2,600 tons of bulk copra for the Pacific Coast. This was received in four working days, demonstrating that ocean-going vessels can, with safety and despatch, call at Legaspi for direct loading, thus saving shippers in that locality the extra cost and time required for transshipment.

"BILL THE BOSUN" ON THE JOB

Associate Member J. B. Jonsen has taken hold of the Shipping Section of the Manila Times and is making some notable improvements. His tabulation of arrivals and departures is a real time saver for the busy executive and puts up the information the way it should be put up, up the information the way it should be put up, by ports. In addition, Mr. Jonsen runs a snappy column of "Waterfront Gossip," e lited by "Bill the Bosun," Bill being none other than Jonsen himself. Mr. Jonsen has had considerable experience as a shipping writer, having been editor of the Los Angeles Commercial News for a number of years.

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"Persia Maru"		Aug. 29	Sept. 29
"Taiyo Maru"	Aug. 29	Sept. 9	Oct. 8
''Siberia Maru''		Sept. 23	Oct. 22
"Tenyo Maru"	Sept. 24	Oct. 4	Nov. 1
"Korea Maru"	Oct. 7	Oct. 18	Nov. 15

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#### THE HOME PORT

(From the Portland, Ore., Export and Shipping Journal.)

To the freight sheds dim and dusty, come freighters lean and lusty

Tacking, beating, all winds meeting—hoboes from the deep Scarred and rusting, old charts trusting, earth's

wide harvests reap. Tropic haunting, old scents flaunting, Cherry of

Strange and variant scents of Orient, (Oh the haunts of man!)

Lord, I love 'em, stars above 'em, with their hopes and fears,

Fiddle on the for-ard deck-laughter jests and

Memories of a palm lagoon, mirage in this northern moon,

Sailors from the Sea,

Winches droning, derricks groaning, oft my footsteps drew

Silks and satins, Slavs and Latins, babel of the crew. Strange oaths swearing, earrings wearing, poly-

glot of breed. Engines switching, old freight ditching, piles of

smelly junk, Weave a story, Empire's glory, round a sailor's bunk.

Spring time! See the gulls are mating, on the dock wall

Girls are waiting Sailor from the Sea.

By reef and palm, through storm and calm, homing back to me.
Tell me, did you leave her weeping where her

grotesque gods are sleeping? Bare breast straying, swaying, praying on her

bended knees. Slender, supple, like a ripple in the morning breeze.

Was it but a passing passion, parting in true sailor fashion? Bosom heaving, heartache leaving, is a sailor's

mission. Fiddle on the for'ard deck, cease your wailing

Sailor—sailor—Oh the pity, Love has passed you by.

-E. W. Towler.

#### COMMITTEE MAKING REPORT FOR GOVERNOR GENERAL

Acting upon Governor General Wood's request to the Chamber for further information and recommendations, the special committee which diafted the original report to the Wood-Forbes Mission was called into session on Thursday, July 20, at the rooms of the Chamber by Chairman Fred. C. Fisher. The other members present were C. M. Cotterman, H. B. McCoy, R. M. Mcrory and H. B. Pond.
It was decided to divide the work up and give

sub-committees special topics to report upon, the reports of these sub-committees to be in-cluded in one general report to the Governor General.

The following sub-committees were appointed: Government Competition in Business, Banking and Bank Notes, Currency, and Existing Econo-nic Situation: H. B. Pond and Stanley Williams. Transportation and Communication: R. M. Mc-

ory and H. Forst. Courts, Public Domain, Public Service and Cost

Government: F. C. Fisher and E. E. Selph. Public Instruction: C. M. Cotterman. Public Roads and Public Works: H. B. McCoy. Rinderpest: H. L. Heath. The report of this ommittee is to be included in the report on the xisting Economic Situation.

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## WITH THE BOARD OF DIRECTORS

(Résumés of the minutes of meetings held during the month preceding publication of the issue of the Journal)

## WAR DEPARTMENT WASHINGTON

May 26, 1922.

Honorable C. M. Cotterman, President American Chamber of Commerce, Manila, P. I.

My dear Sir:

I wish to acknowledge the receipt of your cablegram of even date, quoting resolutions adopted by the American Chamber of Commerce on May 24th, which will receive careful consideration.

I have taken pleasure in sending copies of the resolutions to the President, the President of the Senate, the Speaker of the House of Representatives and President of the Chamber of Commerce of the United States.

Yours very truly, (Sgd.) John W. Weeks, Secretary of War.

Tuesday, July 11, 1922.

Present: Directors Cotterman, Elser, Feldstein, Gaches, Green and Forst.

Applications for Associate membership of Jonas Hansson and August Schipull were accepted.

Application for Associate membership of a Manila resident was rejected on account of his not being an American citizen.

Bills in the amount of P8,427.23 for June, bearing the approval of the Finance and Auditing committee, were approved.

A report from the Maritime and Harbor committee on the petition from the merchants, planters and other residents of Davao requesting this Chamber's assistance in trying to get Davao declared a Port of Entry and requesting an appropriation of \$\mathbb{P}\$200,000 from the Legislature for the construction of a concrete pier and wharf, was read. The report finds that conditions at Davao are such that ocean-going vessels cannot call there, that the construction of an adequate pier and necessary dredging operations would cost much more than \$\mathbb{P}\$200,000, and that the time is not opportune for carrying out the project. After discussion, it was decided to hold the

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548-554 San Luis, Ermita TELEPHONES 1812-1910 matter over until further information could be had as to the best methods of handling the shipments of products from the place

ments of products from the place.

A letter from Senator P. J. McCumber to the Secretary of War stating that the Chamber's resolution relative to the coconut oil industry in the Islands would be placed before the Republican members of the Senate when the schedule is received was read

is reached, was read.

A letter from the Secretary of War to the President of this Chamber acknowledging receipt of the Chamber's resolution of May 24 relative to the political status of the Islands, was read. The letter stated that the resolution would receive careful consideration and that copies were being sent to the officials requested. A copy of a letter from the President of the U. S. Senate to the Secretary of War stating that this Chamber's resolution would be presented to the House and Senate at the first opportunity, was also read.

A letter from the Governor General request-

A letter from the Governor General requesting information as to the efforts of the Manila Port Commission to give better service in handling cargoes, was read. The Secretary was instructed to send a letter to all Active members requesting their opinion of the new system, the reports to be in by August 15.

A letter from the Governor General request-

. A letter from the Governor General requesting the Chamber to look over its report to the Special Mission with a view to expressing present opinion on the particular points brought up therein was read. The matter was referred back to the original committee which drafted the report.

A letter from the Spanish Chamber of Commerce declaring that it did not deem the establishment of a Produce and Stock exchange practicable at this time, was read. It was decided to notify the organizations which have replied favorably to the proposal that on account of objections of certain other organizations we deem it best to drop the matter for the time being, with the idea of taking it up again at a more opportune time.

The Secretary was authorized to purchase a copy of the Far Eastern Manual of Finance and Industry for 1922.

A letter from W. M. Butts calling attention to a letter from an American patient at the Culion Leper Colony in which the latter advocates the passing of a petition for the retention of General Wood as Governor General, was read. The letter was ordered placed on file.

The Board decided that the matter of employing a steward was entirely at the discretion of the House committee.

A bid for the printing of the JOURNAL was received from the Times Press and referred to the Publicity committee.

A letter to the Chamber, purporting to be signed by a Filipino and approving the Chamber's stand on a territorial government, was held over until the next meeting of the Board.

The Auditor's report for the second quarter was discussed and the Secretary was instructed to collect all outstanding accounts possible before the next meeting of the Board.

Tuesday, July 18, 1922.

Present: Directors Cotterman, Elser, Feldstein, Gaches, Green and Pond.

The report of the Maritime and Harbor committee held over from the last meeting was taken up. As Mr. Gaches reported that the information desired would have to be obtained from Davao, the question was held over until the necessary information could be obtained.

The question of reduction in railroad freight rates which was brought up in the general meeting on July 12 was taken up and discussed in connection with interisland shipping rates. It was the concensus of opinion that the present high freight rates constitute one of the main obstacles in the way of the readjustment of business conditions. It was decided to make recommendations in this connection to the Governor General, including them in the revised report to the Special Mission which the Governor General has asked for.

The President was asked to keep a lookout for members of the Chamber who could serve as delegates without compensation, to the Pan-Pacific Commercial Conference, to be held in Honolulu from October 25 to Navember 8, 1922

Illul from October 25 to November 8, 1922.
A pamphlet entitled "What Shall Our Foreign Policy Be?" submitted by a member, was read. The Secretary was instructed to write to the Chicago Association of Commerce calling attention to the fact that the Philippines had not been mentioned in the article.

A resolution advocating a reduction of the maximum rate of interest in the Islands was laid on the table.

## UNITED STATES SHIPPING BOARD WASHINGTON

Office of the Chairman

June 21, 1922.

Mr. C. M. Cotterman,
President, American Chamber of
Commerce,
Manila, P. I.

Dear Mr. Cotterman:

I beg to acknowledge, with very deep appreciation, the receipt of your cablegram urging the immediate application of the coastwise shipping laws to the Philippine Islands.

With very best wishes, I am, Sincerely yours, (Sgd.) A. D. Lasker, Chairman.

A letter from a member to the President of the Chamber suggesting that this Chamber finance the trip of General Aguinaldo to Los Angeles for the purpose of attending the convention of Spanish War Veterans, was read and discussed. Decision was reached to take no action in the matter.

Estimates for printing the JOURNAL from the McCullough Printing Company, the Times Press and the Bota Printing Company were presented to the Board and referred to the Publicity Committee.

The question of organizing the Chamber into Sections was discussed and the Secretary was instructed to submit an outline of organization, specifying what Sections should be formed, to be submitted at the next meeting of the Board.

The Secretary reported the organization of a Hemp Section on July 14 and submitted a draft of the proposed by-laws of the Section, which was referred back to the Section for the reconsideration of certain points.

Resignation of Charles E. Tenney as Asso-

Resignation of Charles E. Tenney as Associate member was accepted effective July 31, 1922.

The status of members delinquent in their dues was discussed.

The Secretary reported progress in the collection of outstanding bills.

Tuesday, July 25, 1922.

Present: Directors Cotterman, Elser, Feldstein, Forst, Gaches and Green.

Application for Associate membership of Fred James Clifford was accepted.

Request of Struthers and Barry to transfer their Active membership to Leonard Everett was

approved.

The Secretary was authorized to purchase a copy of *Thomas' Register* for 1922 and a set of the last census reports of the Philippines.

The resignation of Aaron Friedman as chairment the House committee was accepted with

man of the House committee was accepted with regrets. J. L. Pierce was appointed in his place.
The Secretary submitted a report on the pro-

posed organization of the Chamber into Sections representing the different business interests. After discussion, it was decided to furnish each member of the Board a copy of the report and hold the matter over until the next meeting.

A letter from the Chairman of the U. S. Shipping Board acknowledging receipt of the Champmg board acknowledging receipt of the chain-ber's cablegram quoting the resolution urging the immediate application of the U. S. coastwise shipping laws to the Philippine Islands, was read and ordered placed on file.

A letter from Edward Gallaher recommend-

ing that the Chamber take some action in regard to having the abandoned naval station at Olongapo taken over by some private concern or the Shipping Board for the repair of commercial and government vessels, was read and discussed. The Board approved the idea in principle and authorized the President of the Chamber to take

authorized the President of the Chamber to take such action as he deems proper in the premises. Bids for the remodelling of the second floor of the building to accommodate the Chamber's quarters from W. J. Odom and the Manila Engineering Company were opened. Mr. Odom's bid was \$16,000 and that of the Manila Engineering Company \$11,500. The bids were referred to G. H. Hayward, who drew up the specifications, for recommendation.

#### RECENT INCORPORATIONS

June 24, 1922
Insular Steamship Corporation, Manila; interisland transportation; capital stock P28,000, subscribed P28,000, paid up P11,200; Directors: Quirina Zulueta, Felix Oca, Vicente Rodriguez, Marcos Caraveo (treasurer), Valeriano Saynes.

Marcos Caraveo (treasurer), Valeriano Saynes.

June 27, 1922
YAP TAMCO & Co., Iloilo; general retail and wholesale; capital stock P200,000, subscribed P200,000, paid up P50,150; Directors: Yap Tamco, Yap Un Seng (treasurer), Yapsek Yeg, Yap Seng, Tan Tioco.

MANILA ACADEMY, Manila; educational institution; capital stock P20,000, subscribed P6,160, paid up P4,075; Directors: Ricardo Lázaro, F. A. Baldemor, R. B. Silva, M. Celerian (treasurer) C. Mercado.

urer), C. Mercado July 5, 1922

GANADERIA FILIPINA, Guagua, Pampanga; agriculture and stock raising; capital stock P25,000, subscribed P5,400, paid up P3,600; Directors; Pascual del Prado, Eligio G. Lagman, José I. Bakani, Librado Limson (treasurer), Andrés Goseco.

H. H. Beisner & Co., Incorporated, Manila; export and import; capital stock P48,000, subscribed P16,000, paid up P4,000; Directors: II. H. Beisner (treasurer), Mrs. H. H. Beisner (treasurer), Mrs. H. M. Beisner (treasurer) Ernst Appel, Manuel Navarro, William F. Mueller.

July 7, 1922

JORDAN LIVESTOCK RAISING Co., INc., Iloilo; cipital stock \$\P40,000\$, subscribed \$\P15,250\$, raid up \$\mathbb{P}4,000; Directors: Custodio Saldox (reasurer), Hugo de Chavez, José Chavez, l'ablo Saldo, José L. Zerrudo.

July 14, 1922 MARGOT CINE AND ATHLETIC CLUB, Tacondo Margot), Angeles, Pampanga; capital stock "15,000, subscribed P7,750, paid up P2,100; Directors: Patrick McCrann (treasurer). Fidel (astillo, Juana Romero, Beatriz Santos, Wong Nan Tseung.

July 18, 1922

Danao Coal Mining Company, Manila; pe exploit coal lands at Danao, Cebu; capital sock \$20,000, subscribed \$P10,000, paid up \$P2,500; Directors: M. M. Tackey (treasurer), c. C. Fisher, C. A. DeWitt, Francisco Lavides, \$Part (Contrara). Jomás Contreras.

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## CHAMBER NOTES

The following letter has been received from C. O. Spamer, American Consul at Medan, Su-

"This consulate was pleased to receive on March 17 of this year a complimentary copy of the Carnival number of your American Cham-

"The publicity given to the Manila Carnival and Commercial-Industrial Fair, held this year, and Commercial fluistrial rair, need this year, awakened the people of Medan to the possibilities of business with the Philippine Islands... I shall be glad to place copies of your journal in the hands of those most interested in business with the Philippine Islands."

Through the courtesy of Mr. Robb of the Daily Bulletin, and Mr. Azaguirre, provincial agent of the Executive Bureau, the Chamber is in receipt of a circular of the Director of Lands concerning lands forfeited to the government by delinquent taxpayers. It tells how the lands may be redeemed, purchased, or leased by third parties and should prove of value to those interested in Philippine real estate. The circular is ested in Philippine real estate. The circular is on file in the Secretary's office, where it may be consulted.

The response of members to the monthly rate arrangement for luncheons has been very limited, probably due to the short notice given. It is expected that a larger number of members will hereafter avail themselves of the privilege of obtaining monthly tickets for P30. The saving is considerable.

Wednesday is getting to be a day to look forward to with pleasurable anticipation, due to the excellent programs being arranged for the luncheons by the Speakers' committee, of which Walter Robb is the most active member. Mr. Robb is setting a mark that other organizations having regular speakers' days will find it hard to

Owing to pressure of private business, which takes up all of his time, Sergeant Friedman has resigned as chairman of the House committee. His place has been taken by J. L. Pierce, who is contemplating many improvements and innovations, particularly for the new quarters up-

Three of our members became the proud parare Active Member Frank H. Goulette, Associate Member Frank W. Butler and Associate Member Griffith M. John. About time to have another "Father and Son" luncheon.

Three other members took the fatal step of matrimony during the last month. Those who forsook the ranks of the benedicts were Active Member R. S. Rogers, Associate Member J. F. Marias and Associate Member Walter Chalaire.

Associate Member Thomas L. Hartigan left for Shanghai to visit his son. General Tom expects to remain away for an extended period, combining business with pleasure.

Associate Member Richard Paradies of Cagayan de Misamis came to town to see his son off to the United States on the President Jackson. The youngster is entering a school in preparation for college.

Active Member Fred N. Berry, treasurer of the Philippine Manufacturing Company, left for the United States on the *President Jackson* for a vacation of several months, accompanied by his family.

Associate Member Ben Berkenkotter called at the Chamber while in town from the Malabacat Sugar Estate, Pampanga, where he is running things.

Senator George H. Fairchild spent the last week in July in Baguio with his family, who have been in the mountain city for several months.

Associate Member S. A. Presby has had to undergo a serious operation at St. Luke's hospital on account of stomach trouble. His friends will be glad to learn that at last reports he was recuperating nicely on the road to complete recoverv.

A card from Port Said has been received from Associate Member John C. Traster, who is en route to the United States via Europe. He had crossed India and was bound for Palestine, Italy, etc., on June 14.

Associate Member Bruce J. Miles, of the Gencral Motors Company who has been stationed in Shanghai for the past few months, passed through Manila on the *President Jackson* on business.

Associate Member A. J. Salcher was in town for a few days from Baguio on a business trip.

Associate Member Joseph N. Wolfson is back in Manila after a couple of months' stay in the bracing atmosphere of the Benguet country. He is much improved in health, but does not seem to have acquired any new jokes for the delectation of the Round Table. On his first appearance, he was fined \$\mathbb{P}\$15 for repeating the same iokes.

Associate Member David H. Lawson spent a three weeks' vacation in the Southern Islands, accompanying Vice Governor Gilmore and party on an inspection trip.

Associate Member Morris Lieben and Mrs. Lieben have returned from a five months' combined business and vacation trip to the United

Associate Member A. v. H. Hartendorp, editor of the *Manila Times*, made an inspection trip to various public institutions of the government in different parts of the Archipelago in the interests of his paper.

Associate Member Charles A. Crytser and family left for Hongkong the latter part of July. Mr. Crytser will return within a few weeks while Mrs. Crytser and the children proceed to the United States for a vacation.

Associate Member J. C. Early, of Dumaguete, Oriental Negros, and Mrs. Early have arrived in Manila preparatory to sailing for the United States in the near future.

Active Member Charles H. Sleeper has been honored with the office of Acting President of the Philippine National Bank. Captain Sleeper has been on the Board of Directors of the Bank for some time.

President Holder of the Asia Banking Corporation, which institution is an Active member of this Chamber, is expected to arrive in Manila during August for a trip of inspection.

Active Member Ed. Chesley was in Manila for a few days from his lumber camp in the wilds of Tayabas.

Associate Member Murray Cook, of the Columbian Rope Company, is back in Manila after an extended absence in the United States.

## TARIFF INFORMATION SUMMARY, 1921

The United States Tariff Commission has recently compiled for the use of the Congress a reference book of 1600 pages entitled "Summary of Tariff Information, 1921, relative to the bill H. R., 7456" (the Fordney bill, as passed by the House of Representatives).

Neither rates nor tariff policies are discussed in this volume. The purpose of the Commission has been merely to furnish sifted data which may be of assistance to Congress in its revision of the existing tariff.

Treatment of the several thousand com-modities for which information has been gathered is as follows:

(1) Arrangement in parallel columns of the provisions of the Fordney bill and of the acts of 1913 and 1909 affecting the article discussed; (2) descriptive and economic data covering the (2) descriptive and economic data covering the uses which each commodity serves, the status of domestic production, and the volume and value of imports and exports; (3) discussion of the form of the bill, including mention of important changes in classification made by the Committee on Ways and Means and the reasons therefor, notations as to the insertion of new provisions, the elimination of obscure phrasing, and changes made to accord with existing commercial nomenclature, as well as other textual revision.

The Commission has drawn upon other departments of the Government for a considerable part of the statistics presented. Production figures were obtained from the Census Bureau, the Geological Survey, and the Department of Agriculture; imports and exports were compiled Agriculture; imports and exports were compiled from reports of the Department of Commerce. The principal source of information, however, has been the material gathered by the Tariff Commission through extended correspondence with manufacturers, dealers, exporters and importers through conferences with representatives of the various industries, and at first hand in field investigations both foreign and domestic. Much of this material has already been published by the Commission in a series of tariff informa-tion surveys and in its more amplified reports, while some of it is still in the files of the Commission awaiting publication.

Copies of this publication may be procured from the Superintendent of Documents, Government Printing Office, Washington, D.C., at \$1.25 per copy.

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The Old Man called the salesmen in. He said, "My boys, you're tired and thin, You work too hard; you need more play, So take a week on double pay! Alas, how rare is gratitude. His kindliness was misconstrued; The salesmen made no answer, but "The poor old goof is off his nut." -And they were right. He was.

A Smooth Solicitor was sent To see a Wise Old President; He said, "Your business should expand, It needs a shove, a helping hand, It needs a brainy Agency,
And what it mostly needs is Me."
The President replied, "I feel
Somehow that your need is a meal." -And he was right. It was.

The Boss he said to me, "My Boy, You've been a year in my employ, And to the world I'll gladly state Your work is fine; your stuff is great; In Advertising I foresee A Brilliant Future yours will be." I said, "I don't know what inspired These words, unless—ha! ha!—I'm fired"--Well, I was right. I was.



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# Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. PERKINS,

General Counsel of the Chamber.

Foreword:—The Supreme Court of the Philippine Islands, composed of nine members, is the Court of last resort for nearly all cases arisi in the Islands. A very few are appealed to Washington, from time to time, such cases generally depending upon the construction of some clause of a Constitution or of some Treaty or Act of Congress. The Supreme Court sits in Manila both on banc and in divisions. There are two divisions, on composed of four justices and the other, of five. Many of the cases disposed of by the Court are handled in division and such decisions are no ordinarily published. It is only when it sits as a body, on banc, that the decisions are published in the Official Gazette and become preceden for future guidance. Such decisions, as reported from time to time in the Official Gazette, will be noticed in these columns by quoting from the syllab of the case, when considered to be of interest to the American business community or when relating, in general, to the commerce and industry of the Islands

#### REAL PROPERTY

Real Property; Sale With Right of Redemption.
—In accordance with Article 1508 of the Civil Code, in a sale of real property with a right to repurchase, the period of redemption may be either conventional or legal. The former is fixed by the parties and cannot exceed ten years; the latter is fixed by the law at four years; so that in every case there is always a period within which the right of redemption must be exercised. Where a real estate is sold with a right to repurchase, and is not redeemed within the period stipulated, or, in the absence of such stipulation, within the period prescribed by the Civil Code, the title of the purchaser becomes absolute. (Alano vs. Babasa, 10 Phil., 511; Tuazon vs. Goduco, 23 Phil., 342; Facundo vs. Macapagal and Crisóstomo, 30 Phil., 284).

Patricio Aliño vs. Fortunato Adove et al., XX Off. Gaz., p. 1293. June 22, 1922.

#### CORPORATIONS; GENERAL MANAGER

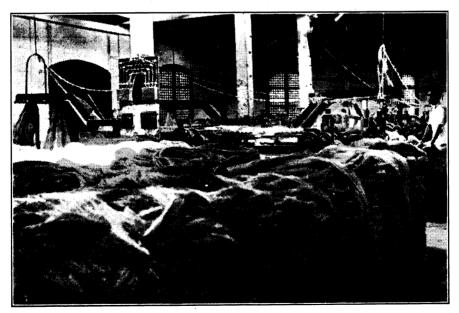
1. Corporate Duties Are Primarily Vested in Executive Officers and Board of Directors.—

The power of a corporation to sell, convey or to contract for the sale of, real property is primarily vested in its executive officers and board of directors.

- 2. As A General Rule the Local Manager of a Corporation Does Not Have Power to Sell or Contract for the Sale of Real Properly.—Unless otherwise empowered, the local manager of the branch office of a corporation at Cebu, who is not an officer or director, and whose main office is in Manila, does not have any authority to sell or contract for the sale of its real property.
- 3. Where Such Powers Are Conferred Upon the General Manager, Any Power of the Local Manager must be Expressly Conferred.—Where the power of a corporation to sell and convey its real property is delegated to its vice-president and general manager residing at the home office, any authority of its local manager at Cebu to sell or contract for the sale of its real property must be expressly conferred.
- 4. Where the Authority of the Local Manager is Conditional, Any Sale is Subject to the Approval of the Home Office.—In a letter to its local man-

ager, the vice-president and general manages ays: If the property is sold arrangements we have to be made to protect us and the existing eases on the property. "Will you please in around Cebu and see if you can find buyers this property?" This did not authorize the manager to sell or contract for the sale of the property of the company. By the very tenof the letter, any sale was subject to the approvof the home office, and would not be valid \$600 out its approval.

- 5. Any Person Dealing with an Agent is ? Upon Inquiry as to the Authority of the Agent Every person dealing with an agent is put winquiry, and must discover upon its peril authority of the agent, and this is specially where the act of the agent is of an unusual nati
- 6. Failure to Inquire.—If a person makes inquiry, he is chargeable with knowledge of a agent's authority, and his ignorance of the authority will not be any excuse.
- 7. Where the Authority of the Agent is &t. quired to be in Writing, Third Person Must Ascertain Its Nature, Scope, and Extent.—Where



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third person dealing with an agent has knowledge that his authority must necessarily be in criting in order to bind his principal, it is the laty of the third person to ascertain the nature of the authority conferred and ther the agent is acting within the scope and limitations of the power conferred by the authority.

authority.

'Deen vs. Pacific Commercial Co., XX
z., p. 1294. June 22, 1922.

#### CUSTOMS ADMINISTRATION

earch of Foreigners in Customhouse; Resistate and Disobedience to Public Authority.—
tion 1338 of the Administrative Code proving that all persons coming into the Philine Islands from foreign countries shall be le to detention and search by the customs horities does not authorize the said authors to search a foreigner who, having been perfeted by them to land at the port of his destimation, has entered and begun to reside in these d.s. A customs officer who attempts to said foreigner exceeds his power, and the may resist such a search and even make of the means reasonably necessary to pretit. Such a resistance does not constitute crime of resistance and disobedience to the Slic authority defined and punished by artical states of the Penal Code, because as the prosearch is illegal, the officer who attempts a form it does not act as agent of the author-

People of the Philippine Islands vs. Chan XX Off. Gaz., p. 1339. June 22, 1922.

#### SALARY; EXECUTION

Salaries and Wages, Whether Exempt from Julion.—Only the salary "due" the judgment of is subject to attachment and execution, 'then only if it is not made to appear by the lavit of the debtor or otherwise, that such arnings are necessary for the support of his apply.

amily.

2. Where the hiring is by the month for a salary to be paid at the end of the month, such salary is not subject to be attached on execution before the end of the month in which it is to be earned, as it is not then money "due" within the meaning of the statutes. The creditor is denied the right to attach the unearned salary of his 'tor.

Instant Case.—G has a judgment against the amount of P716.84. C is receiving the Manila Railroad Company a monthly of P65. Iteld: That the issuance of a t of execution on P50 of the total of P65 eived monthly by C from the Manila Railad Company until judgment was extinguished, sometime and unlawful.

s premature and unlawful.
'enedicta García vs. Juan Castillo, XX Off.
, p. 1341. June 29, 1922.

#### CONTEMPT OF COURT

1. Contempt of Court.—Courts, when a case is finished, are subject to the same criticism as other people

ther people.

2. Public Opinion.—Where the liberty of e press and freedom of public commentends, are tyranny begins.

Fire tyranny begins.

Fin re Feliciano Gomez, Attorney-at-Law, XX

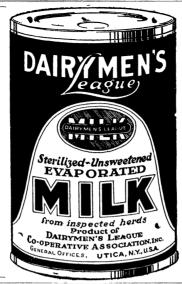
Off. Gaz., p. 1353. July 1, 1922.

#### ALIENS

Aliens; Abuse of Authority of Department of Customs; No Proof Admitted in Court of First Instance to Show Right of Aliens to Enter Terriwy of the United States, Until Abuse of Authority is Shown.—In immigration cases the Courts of irst Instance are without authority or jurisdiction to hear proof or to consider any evidence whatever outside of the record made in the department of customs, until it has been shown that that department of the Government has bused its power, authority, or discretion. Rattan Singh vs. The Insular Collector of Customs, XX Off. Gaz., p. 1354. July 1, 1922.

#### EXPROPRIATION OF PROPERTY

Eminent Domain, Expropriation of Property; Abandonment of Use of Land Expropriated; Effect of Such Abandonment.—When private



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Juan Fery vs. The Municipality of Cabanatuan, Nucva Ecija, XX Off. Gaz., p. 1384. July 6, 1922.

#### GOVERNOR GENERAL; LIABILITY

Not Liable for Damages.—Whatever may be the rule as to the personal liability of a Governor, after a law has been finally declared unconstitutional, he is not personally liable in damages for the exercise of a discretionary power under law before it has been declared unconstitutional.

law before it has been declared unconstitutional.

Legal Presumption.—There is a legal presumption that any law enacted by the Legislature is valid, and the Governor-General had a legal right to assume that Act No. 2868 was valid.

Duty to Enforce.—It is the duty of the Governor-General to enforce the law until such time as it has legally been declared unconstitutional. To hold an Executive personally liable in an

action for damages for the performance or nonperformance of official duty, in legal effect, would make him a judge as to when a law is or is not constitutional.

No Liability.—Assuming, without deciding, that there was a pro tanto confiscation of plaintiff's property, under the facts alleged, the defendants are not personally liable in an action for damages.

Acting for Governor.—In the commission of the alleged acts, the other defendants were acting for, and representing, the Governor-General of the Philippine Islands, who was acting under a law enacted by its legislature, and hence they are not liable.

L. S. Moon & Co. vs. Hon. Francis Burton Harrison, Dionisio Jakosalem, and Justo Lukban, XX Off. Gaz., p. 1411. July 11, 1922.

# BUSINESS AND PROFESSIONAL DIRECTORY (Continued)

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#### USE OF STATISTICS AND GRAPHS

(From Commerce Reports)

Many successful business men are appalled at an array of statistics. In the past they have managed their affairs without recourse to such matters, while the recent period of depression has forced many of them to take account of these aids for the first time. There is nothing difficult about understanding ordinary business statistics. In the use of statistics there is no need for a knowledge of higher mathematics. In fact, 15 minutes of careful study ought to suffice for any intelligent man to master all that he needs to know about the methods used in compiling ordinary business statistics.

On the other hand, there are many men who understand what these figures mean but who nevertheless have not learned to use them constructively in their business. The question of how to use statistics properly is one which needs to be brought home to more men. This subject can only be touched upon here, but it should be made clear that this is a matter which each business concern must work out for itself. The Department of Commerce is attempting to make the information available, but it can not apply this information to an individual business.

One of the most satisfactory methods of making constructive use of statistics is by means of properly constructed graphs. Take, for example, the question of production. The curve of the total production of the industry should first be plotted on a suitable scale, and against this the manufacturer can plot his own production, using, if necessary, a different scale. A comparison of these two lines, if they are properly plotted, reveals to him at once whether his own production curve is following the trend shown by the industry as a whole. If his curve is increasing, while that of the industry is declining, and this is shown to be on a sound basis by the state of his order books, he may congratulate himself, but he will do well to study carefully those methods or those special conditions which have led to this fortunate result. Such information may be useful in the future. On the other hand, if his curve is steadily declining while the production of the industry is increasing, it suggests that his organization needs examining to discover where the trouble lies.

If a similar comparison can be made with regard to distribution, especially distribution by districts, it affords him the very best check on the activity of his sales force. Comparisons of this kind soon suggest others, such as stocks, orders, etc. Another step comes with the utilization of more figures from within his own organization. Curves showing changes in the cost of production, in the stocks of various kinds of raw materials, and in dozens of other items soon lead to a better knowledge of his own business, to the elimination of unnecessary waste, and to better profits.

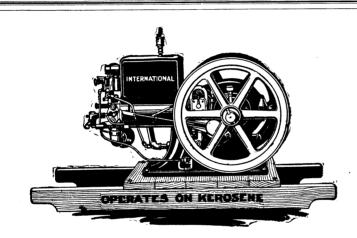
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## P. I. SUGAR INDUSTRY DISCUSSED FROM VARIOUS ANGLES

(Continued from page 16)

overhead burden, the Philippine National Bank through the Sugar Centrals Agency has taken steps towards developing more cane in order to bring these Centrals up to capacity as the yields in immediate view have been considerably below what would justify this burden and investment. The program followed during the past 12 months may interest you.

"A survey was first made of the physical condition of the cane areas and the cane on the west side of Occidental Negros. This included practically the entire cane country from Cadiz through Binalbagan. Subsequently a geological survey was made of the entire island by Dr. Smith of the Bureau of Science. Arrangements were made for the purchase and distribution of 3,000 metric tonnes of fertilizer at a figure which gave the planters in some instances almost double the amount of fertilizer value per unit of investment. The returns on the following crop were debited for payment for this fertilizer and also for gasoline or distillate for use in tractors. Supervision was provided for the use of this fertilizer and its application.

#### BUREAU OF SCIENCE HELPS

"Arrangements were made with the Bureau of Science whereby the facilities and supervising personnel of this organization were made available for scientific and experimental work in connection with the sugar industry. This step has been a most important one as a comprehensive program was laid out for the thorough investigation of various varieties of cane, the field tests of different fertilizers, the combating of disease, the instructing of the planters in the adoption of more advantageous methods, and the recognition of infected cane and seed. Fortunately Mr. Lee of the Bureau of Science, who is in charge of this work, had already trained several men in just this class of work and these were put into the fields to cooperate with the planters and attend to the experimental areas. These experimental plats are distributed through Talisay, Bacolod, Ma-ao, Isabela and Binalbagan. While these experiments have been in progress less than a year, valuable information has already been gained, such as the value of liming, etc. The educational value is important also.

"Arrangements have also been made for the use of the 600 hectare government experimental station at La Granja near La Carlota, and it is intended to confine the seed selection work to this section, where close supervision may be maintained.

"Planters who have used fertilizer this season for the first time have been astonished at the increase in the stand of cane and a rapidity of growth which they did not think possible. This means earlier shading in of the ground and consequently less difficulty in keeping the weeds down.

#### MOTOR FUEL FROM MOLASSES

"Arrangements were made for obtaining large quantities of seed of particularly desirable varieties of cane and these have been so distributed as to permit increasing the planting of these varieties as rapidly as possible.

"Bulletins have been printed by this investigating and experimental board in Spanish, English, and the native dialects covering the nature and extent of the work and calling attention to the importance of the different points under their particular conditions.

"Several alcohol distilleries are being installed to operate in connection with the factories for producing motor spirits from molasses. This fuel will be available for tractors at a lower price and should go far to

establish better agricultural methods and more machine plowing.

RESULTS ALREADY APPARENT

"During September, 1921, and before commencing milling, a convention of sugar men was held at Bacolod for the purpose of discussing different problems particularly relating to the manufacturing phases. This year, during October, a similar convention will be held in Manila and agricultural matters will be a more prominent part of the program.
"The past season has seen a substantial

improvement in manufacturing results. Reduction of losses both in the factory and in connection with field operations has effected a saving of over 7,000 metric tonnes of sugar a saving of over 7,000 metric tonies of sugar this season as compared with the results during the preceding year. While adverse conditions in 1921 prevented several of the factories from making a fair showing, it is expected that the recoveries will be increased by a considerable margin during the coming crop.

TIME ELEMENT IMPORTANT

"A fundamentally important requirement for economical production is organiza-tion and teamwork. When a central is obtaining cane from several hundred plantone. The car requirements must be closely predetermined. Failure on the part of the planter to load these cars up to schedule reduces the transportation capacity, thereby prolonging the milling season and causing undue deterioration of cane. It is difficult at times to convince the planters of the seriousness of such delays. A difference of fifteen per cent in purity with the accompanying reduction in sucrose may cause a loss of over thirty per cent in recovery of sugar. In the same way it is of great advantage to harvest the cane at the maximumpoint of maturity, though this is not always possible. A planter anxious to realize on the returns from his sugar will frequently try to force the harvesting of his cane, even though this may mean a considerable sacrifice in recovery. Again, by harvesting early, the ratoon crop has a better chance or there is more time in which to take care of the planting and obtain a good stand before the rains commence.

"Labor is one of the most important oblems in the sugar business. There are problems in the sugar business. a number of phases to this subject that call for better methods and organization, but I

shall leave these to Mr. Hind.

The natural resources in the Philippines are a great advantage, though we hope for more and rapid development in availing ourselves of them. They include coal, lime, large deposits of guano available for fertilizer, and sulphur. While there appears to be no question as to the ultimate success in view for the sugar interests already established, there are still enormous areas of land even more advantageously adaptable for growing cane, and more favorable natural conditions mean lower cost of production, provided of course that the organization is right.'

"ADMINISTRATION" CANE NOT PROFITABLE Mr. Kopke was followed by Mr. Hind, who

said:
"It is very essential, in the development of the Philippine sugar industry, that the Centrals cooperate fully with their cane planters, and there must likewise be reciprocal cooperation between the growers and the mill if any project producing centrifugal sugar is a supposed.

sugar is to succeed.
"It has been demonstrated repeatedly in these Islands that the growing of administration cane, by this I mean the growing of its own cane by the Central, is not profitable. The Filipino planter himself finds that he is unable to produce cheap cane under a daily wage system, and he has almost universally resorted to what is known as the aparcero or inquilino system, under which tenants grow cane for him, either on a price basis, or on shares, very much as the Manufacturers and Exporters of High Grade

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planter shares with the Central in the production of sugar. Like many of the laboring classes the world over, the Filipino responds to what might be termed contract agriculture, just as he responds to the contracting for excavations of earth, the cut-ting of timber, the loading or unloading of railroad cars, or the many pursuits to which his energies may be directed. The cabalaz or 'straw-boss' system, as it is known in the States, has not proven satisfactory. believe that you gentlemen who are engaged in commercial pursuits much prefer to contract the handling of material than to do so with day labor. The same situation applies to the growing of cane, for one planter with twenty hectares can produce cheaper cane than can the Central with four to five thousand hectares

FARMER VICTIM OF HISTIREDS

"There are many points to be considered when discussing cooperation with planters. A feeling of mutual confidence must exist between the representatives of the central and planters. Unfortunately, going back many years in the history of Philippine sugar production, we find that the planter, like the farmer elsewhere, is more or less ignorant of the ways of business and finance, and he has been the easy prey of unscrupu-lous dealers in sugar, money lenders and others. As the result of this situation we find an air of suspicion on the part of the planter surrounding any negotiations which are to bind him to the performance of a contract or to the assumption of obligations.

"In the organization of a Central there are several departments of activity, none independent in themselves, but each dependent in one manner or another upon the others. These departments can be briefly summarized into five groups; namely, Finance and Accounting, Agriculture, Harvesting and Transportation, Milling, and Marketing.

FINANCING NECESSARY

"Cane planters, as a general thing, are not rich men; many are land-poor; others still suffer from the effects of unprofitable years of muscovado production. In order to develop the hacienda of the planter financial assistance must be given the planter, and this usually the Central has to do, in the absence of other sources of help. At this point the Financial department functions. "Up to three or four years ago power

Tup to three or four years ago power farming, and by this I mean operations in the field by means of tractors, was practically unknown. Considerable financing of the planters is necessary to enable them to clear land, to purchase tractors, supplies and work animals and to meet their payrolls, and at this point the Agricultural department cooperates with the Finance department. Carabao plowing has been found to be wholly inadequate for land preparation particularly on old lands, and deep plowing by means of the tractor has been an important factor in the development of the sugar industry of Central Luzon. The Agricul-tural department takes the planter in hand, shows him how to use modern methods, assists him in the economics of his hacienda and supervises the bringing to maturity of the growing cane. It also develops new varieties of cane, supervises the layout and application of irrigation systems and controls the application of fertilizers.

"When the cane has matured, the Harvest-

ing and Transportation departments take a hand. Here one notes the interdependence of the Agricultural and Harvesting departments. The harvester sees to it that the ments. The harvester sees to it char-cane is rapidly cut and loaded on to the cars agriculturalist is interested to see that the cane is properly cut and that the tops of the stalks which are used for seed are care fully selected for the new plantings.

Assists In Marketing
"The rapid and efficient transportation of the cane to the factory is a very important factor in the economics of sugar production.

With his cane on the cars the planter has no further interest in it. He now looks for his share of the sugar therefrom, and here the Milling department plays its rôle. Next comes the matter of the returns from this sugar, and here again the Central is of assistance to him in the marketing of his product, either in local, American, or in the Oriental markets, and the Central, through its Marketing and Finance departments, arranges for certain advances on this sugar, and attends to all details connected with its shipment and sale.

"The fact that the Filipino farmer is not a business man renders it difficult, at times, to obtain what might be termed a mutually satisfactory understanding with him. He is inclined to view with suspicion modern accounting methods; he has been used to going to the Chinese sugar dealer of the dark days of muscovado sugar, borrowing money on the growing crop, and liquidating his account by hauling part or all of his output in bull-carts to the dealer's shop or warehouse and settling his account once a year. He grew the cane, he milled it and he attended to the marketing-operations which were always under his control. With the advent of the Central, however, he grows the cane, as before, but after he has placed it upon the cars his control over his product ceases. This leads him to suspect many things. For example, he doubts if his cane has been properly analyzed; he wonders, after all, if he has gotten his full share of the sugar; and if his sugar is marketed for him on shares, he feels that perhaps he has not received a full return for his product. Open and above-board methods, however, which allow him the privilege of having a representa-tive present when his cane is weighed and analyzed, to have access at all times to his account on the books of the Central and to account sales involving his sugar, have, in a great measure, eliminated this feeling of suspicion.

#### RESULTS OF COOPERATION

"In the past, as a muscovado producer, he was obliged to borrow money at ruinous rates of interest; when, however, he can borrow money at current rates, he realizes that the Central is not endeavoring to profit on loans, but on the sugar which he produces. It is a new thing to him to find some one willing to lend him money at banking rates for the development of his property, and yet be anxious to see him free of debt with the least possible delay. That any one is willing least possible delay. That any one is willing to relieve him of a burden of debt is something heretofore unheard of.

"As an example of what results have been

attained by cooperation between Central and Planters I will, with your permission, give a few figures taken from the records of the organization with which I am connected (Pampanga Sugar Mills):

"The 1920 crop produced 76,707 metric tons of cane. In 1921, 186,113 tons were milled and during the present season 268,343 tons were harvested. For 1923 we look for 324,000 tons. Ratooning, which is second growth of cane from the original planting, was unknown in Pampanga in 1918 or prac ticed to a very slight extent. Because of deep plowing by means of tractors we have produced a strong second growth cane and for next season nearly 2,000 hectares are being ratooned as against less than 100 in

1921.
"Of course, like the majority of us, the Filipino planter has his faults. He loves his automobile, he likes to put his spare money into jewelry and other luxuries, and to guide him away from these temptations at a time when he can ill-afford to invest in them, is one of the functions of the Cen-

tral's organization.

Asks Merchants To Sympathize ASKS MERCHANTS TO SYMPATHIZE
"I believe that the merchants of Manila
have a very excellent opportunity to be of
vital service to the Filipino cane planter. It
is easy to sell goods to the planter when
sugar prices are high; witness the orgie of tractor sales of two years ago when sugar was between thirty and fifty pesos per picul. Personally, I have very little use for the word 'service' unless it is selfish service. Few of us render service in a commercial sense without hope of returns with interest. While it may appear strange to you, the Filipino planter is generally willing to pay for service. The paid-for service is, indeed, the only service which he appreciates.

"I would advise the Manila merchant to

keep in close touch with the planter during these dull times, as well as during the good times that are ahead. A Filipino is very loyal to his friends, and if you would have better business connections with the agricultural sections of these Islands, I would suggest that you meet the Filipino planter on a friendly and frank basis; when he is wrong, tell him so; when he is right, commend him; when you are in error, admit it. In this way, by building up a spirit of mutual confidence, as great success will attend your efforts as has attended the organization of those Centrals which have met the Filipino planter and his problems on common ground realizing that one must fail without the other. Remember that you can only inspire the confidence of the Filipino planter in you and your methods by adhering strictly to the principles of tolerance, sincerity and the Golden Rule."

## With the Chamber's Special Sections

BUILDERS' SECTION

A meeting of this Section was held on Monday, July 24, at the rooms of the Chamber. Those present were C. G. Wrentmore, chairman, F. E. Hedrick, John J. Riehl, G. H. Hayward, W. M. Butts, A. G. Hillberg, W. J. Odom and C. G. Gabelman.

Mr. Butts, representative of the Section on the committee appointed by the City Engineer to draft a concrete code for Manila, reported that the plan as proposed by the Section had been adopted in its entirety. A vote of thanks was voted to the sub-committee which drafted the proposed code, for its activity in getting the matter before the City Engineer. The report of the committee was accepted.

A letter from José Garrido, superintendent of construction inspection, City of Manila, to Mr. Wrentmore, requesting suggestions, either for the disclosure of defects or for improvement of procedure of enforcing city ordinances, was read.

After extended discussion of the matter, the Secretary was instructed to ask Mr. Garrido to furnish the following information: The number of permits issued by his office during the last three years, the amount of money paid for permits, the number of employees in his office, with their duties and qualifications, and any other information that he might consider advantageous. This information is to be used for the purpose of submitting to him a systematization of the work in his department to the advantage of the City and the general public with regard to con-struction work in general.

A resolution was adopted favoring the consolidation of the plumbing and electrical inspec-tion services with the building inspection department of the City.

EMBROIDERY SECTION

This Section held a meeting on Tuesday, July 1 ms section neid a meeting on 1 uesaay, July 6, at the rooms of the Chamber. There were present Chairman J. S. Conrow, Victorien M. Meyer, S. Davis Winship, E. Ford Hickman, J. Leonard Johnson and Wm. H. Beusse. A letter from the office of the Governor Gen-

eral was read, stating that the report of the Embroidery committee which was forwarded to the Governor General on March 23 had been referred to the Director of Education, who had been requested, under date of June 27, to expedite the matter.

Mr. Johnson, a member of the committee appointed at the special meeting of June 22 to get out a circular to be distributed in the public out a circular to be distributed in the public schools and pointing out the damage that had been done to the Philippine embroidery industry through the sending of poor work to the United States, reported that the chairman had all the necessary data and that a final report would be drafted in the near future.

Mr. Johnson stated that after the report of the special meeting on June 22, Miss Duggan, buyer for Marshall, Field and Company, had received many telephone calls taking exception to the criticism of the embroidery industry and also to statements in regard to the Filipinos not being interested in doing good work.

The question of getting better work done was discussed. It was the opinion of the meeting that in order to attain this end it would be necessary to get the contractors to insist on better workmanship. It was also the sense of those

present that in giving out work more pains should be taken to explain to the contractors the kind of work that is desired, so that the contractors might in turn explain it in detail to the workers.

The question of fixing a uniform price for embroidery was discussed. It was the opinion of the meeting that this is not practicable inasmuch as the plan had been tried before and had

HEMP SECTION

Pursuant to a circular letter addressed to the Active members of the Chamber and other American concerns interested in the hemp industry by Captain H. L. Heath on June 30, 1922, a meeting was called at the rooms of the Chamber meeting was caned at the fooms of the Chamber on Friday, July 14, for the purpose of organizing a Hemp Section. Capt. Heath, H. Forst, H. H. Boyle, N. M. Saleeby and L. J. Francisco at-tended, Mr. Forst being elected chairman.

A resolution was passed notifying the Board of Directors that a Hemp Section had been organized and requesting the Board's approval

of the action.

A committee, composed of H. L. Heath and N. M. Saleeby, was appointed to assist the Chairman in drafting by-laws for the Section based on the tentative draft submitted by Capt. Heath.

Captain Heath was unanimously selected as permanent vice-chairman of the Section. It was proposed to confine membership in the Section to Active members of the Chamber and the following firms were declared entitled to become members: H. L. Heath, Macleod and Company, International Harvester Company,

Columbiany, international nativester Company, Columbian, Columbian Rope Company, Hanson and Orth, Pacific Comment, Portland Cordage Company, Portland Cordage Company, and Johnson-Pickett Rope Company. The chairman called a meeting for Tuesday.

July 18, at 1 p. m.
On July 18 another meeting was held, attended

On July 18 another meeting was held, attended by the following: Macleod and Company and the International Harvester Company, represented by H. Forst; H. L. Heath; Tubbs Cordage Company and Portland Cordage Company, represented by H. L. Heath; Columbian Rope Company, represented by H. H. Boyle; Pacific Commercial Company, represented by L. J. Francisco; Johnson-Pickett Rope Company, represented by E. C. Ross; and Hanson and Orth, represented by N. M. Saleeby.

The committee appointed at the previous

The committee appointed at the previous meeting to draw up the by-laws presented its report, which was discussed section by section. The Secretary was instructed to purchase such

books, stationery, etc., as might be necessary to keep the records of the Section, the expense to be apportioned pro rata among the members of the Section.

It was decided that the members of the Section, and their representatives, shall be as follows: Macleod and Company, representative H. Forst; International Harvester Company, reprerorst; international Harvester Company, representative H. Forst; Columbian Rope Company, representative H. H. Boyle; H. L. Heath, representative H. L. Heath; Tubbs Cordage Company, representative H. L. Heath; Portland Cordage Company, representative H. L. Heath; Hanson and Orth, representative N. M. Saleeby; Johnson-Pickett Rope Company, representative John T. Pickett; Pacific Commercial Company, representative L. J. Francisco.

#### Interest on Overdue Accounts Not Taxable

In response to a communication from the American Chamber of Commerce of Iloilo, this Chamber has secured a ruling of the Collector of Internal Revenue on the payment of the one per cent industry tax on interest charged on overdue accounts.

It seems that an Iloilo merchant was informed that all interest charged customers for over-due accounts should have been included in his quarterly returns of gross sales, as per a ruling of October 28, 1921. He claimed that this ruling was distinctly opposed to Section 1459 of the and was distinctly opposed to section 1459 of the Administrative Code, which says that the percentage tax on merchants' sales is to be "based on the actual selling price or value of the things in question at the time they are disposed of." President Walter A. Smith of the Iloilo Chamber, in transmitting the merchant's protest to the American Chamber of Commerce of the Philippine Islands, stated:

Interest charged on accounts not paid after 30 days from date goods are sold is done to avoid loss on the money tied up in the transaction and is not a source of profit to the firm. We venture to assert that there is not one merchant in a hundred but would prefer to have the accounts paid, to avoid the interest charged."

The matter was taken up with the Bureau of

Internal Revenue and the following ruling, dated

May 10, 1922, was obtained:
GROSS VALUE, Interest included in:
When.—If the interest added on the purchase price of goods sold on a term forms part of such purchase price; that is, if it is to accrue as of the date of the sale and be payable absolutely, it should be considered as forming part of the price or value of the things sold, and should be returned for taxation.

If said interest is, however, made payable only upon failure to pay the purchase price of the goods on the date stipulated, it should not be considered as part of the price or value of the things sold. This is founded upon the provision in Section 1459 of the Administrative Code that the 1% tax should be based on the actual selling price or value of the goods sold a! the time they are disposed of or consigned; and interest liability to which does not attach at the time of the sale but subsequently thereto, cannot be said to form part of the selling price or value of the goods at the time of the sale, even though such interest is computed retreactively.

This ruling upholds the Iloilo merchant and constitutes an important decision for all merchants paying the 1% industry tax.

The Department urges the division of an establishment into departments as a means of making the keeping of records easier.

Copies of the booklet may be had by applica-tion to the Chamber of Commerce of the United States at Washington,

## = 756e =====

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## ADVANTAGES OF RAPID TURNOVER

The advantages of rapid turnover in business are brought out vividly in an illustrated booklet just issued by the Domestic Distribution Department of the Chamber of Commerce of the United States. This fundamental principle of merchan-dising is emphasized in connection with a suggested plan of stock control records designed to reduce waste and losses due to slow movement of goods.

The Department calls attention to seven separate directions in which losses may occur when merchandise is not turned over as rapidly These are in investment, in as it might be. terest, mark-down, salaries and wages, shelf and storage room, prestige and reputation and inefficiency. Taking up these elements of loss in detail the booklet says:

"Invested money is the source of profit which in turn depends upon the amount of goods in stock and upon the length of time which these goods are carried. It is evident that to double the turnover comes to the same thing as doubling the amount of stock without increasing the investment. Or, vice versa, one-half as many turnovers results in doubling the amount of money invested for the same quantity of goods.

"Interest must be paid upon all borrowed money and most merchants are borrowers. If the turnover is reduced from a period of six months to one of three months the interest on a given loan is reduced in the same proportion.

"Mark-downs are required for three principal reasons:

- 1. The goods have proved unsalable at the original mark-up.
- 2. Too many were bought and a change in the style or season has left some of them on the
- 3. With the result that they have been soiled, chipped, bent or defaced otherwise by frequent handling.

"Salaries and wages must be included because every operation in every establishment costs something. When an unprofitable operation is performed it represents a loss. Roughly these losses are due to:

- Waste of time by management in reaching decisions as to when and what mark-downs are to take place.
  - 2. Waste of time by sales force.

- 3. Rewriting tickets.
- Rearranging goods for mark-down sales.

"Shelf or storage room is a definite part of the expense of doing business; and that portion which is devoted to slow-selling merchandise is wasted

"Prestige-Reputation-for the high character or timeliness of merchandise is sought by most stores. There is a distinct waste measurable in dollars and cents when the reputation of an establishment is lowered by unstylish or shopworn goods.

"Inefficiency always results in waste. buyer whose judgment often is wrong usually makes the mistakes from lack of knowledge as to the stock and the speed or slowness with which it is moving. Frequent mistakes cause uncertainty in the mind of the one who makes them and tend to worse errors as time goes on unless some measures are taken to make them improbable."

There is just one method of reducing this waste to a minimum, says the booklet. "That is through records of purchases and sales which can be consulted at any moment; which will give a complete picture of the situation as it changes from week to week, from day to day, even from hour to hour if that be desirable; and which will supply knowledge for immediate additional purchases, for mark-downs, or for any other change in handling the stock."

The booklet gives two graphs, one of which illustrates a form of control card record that has been successfully used.

"In a certain establishment the direct cost of this method of stock control," says the booklet, 'has amounted to less than 1% of the selling price. Yet it has increased the turnover considerably in all of the departments where it has been applied; and in the department where it was first installed the turnover has nearly doubled while the mark-down wastes have been more Not only has the number of than cut in two. turnovers increased but also the amount of merchandise sold in each turnover. Errors in the judgment of buyers have been made less probable in the future as the causes and kind of errors have been made clear. Last but not least, a record of the remarks by customers shows the enhanced reputation of the stock."

American

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## IOURNAL

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#### BABSON'S BUSINESS CYCLE

By way of explanation of the downward plunge in industry and the general effect on business Roger W. Babson, the well known Statistician, cited 12 periods in each business cycle. By the study of these he believes it is possible to forecast with certainty what any industry or section will next enjoy or suffer in a business way. Mr. Babson's summary of the situation, past, present, and future, accompanied by his opinion that the sixth period is at hand, was opinion that the sixth period is at hand, was presented as follows at a mass meeting talk before the Bankers and Brokers of New York at Cooper Union recently:

1. Every cycle begins at the peak of prosperity, accompanied by large profits and high

wages.

2. This is followed by a period of inefficiency,

accompanied by declining bond prices.

3. Next we have the period of dishonesty and profiteering, accompanied by declining stock prices.

4. Then comes the periodical crime wave

with declining commodity prices.

5. Lack of confidence is then everywhere apparent, which results in general unemploy-

People must then cut down living expenses, families double up, all of which results in declining real estate prices. This is the end of the general real estate prices. This is the end of the general decline and improvement usually begins at this point of the cycle.

#### IMPROVEMENT BEGINS

Thrift becomes more evident and this results in declining interest rates, allowing banks to loan money to start new building and

again set the wheels of industry moving.

8. The unemployment period always results in greater efficiency, which is evident at this point in the cycle. Increasing bond prices are

noticeable at this time.

9. People become more honest, fairer prices are asked by both merchants and labor. We get a dollar in value whether buying merchandise or labor, which we did not get during the period

of rosperity.

10. Renewed religious interest is now evident, resulting in restored confidence, greater buying with the strengthening of commodity prices.

11. This followed by great activity in all

lines, with labor fully employed.

12. The cycle has been completed; extra-

vagance and waste are again in evidence with high money rates.

Mr. Babson also showed by charts that all

industries are not hit at the same time but rather in the following order:

Rugs, jewelry, and other things purchased by the wealthy.
 The silk industry and expensive household

The silk industry and expensive household furnishings. In a time of business depression, the wealthy are the first to stop buying and the masses are the last to stop buying.
 Leather. This industry has probably suffered the most of any. Many classes of leather are selling for less than they sold for before the war. Some grades are selling lower than they have sold for 30 years.
 Boots and shoes. This industry, centred in New England was hit yery hard last year.

4. Boots and shoes. This industry, centred in New England, was hit very hard last year, especially the manufacturers of men's shoes. The buyers' strike really started with the boot

and shoe industry.

Textiles. Directly after people stopped 5. Textiles. Directly after people stopped buying shoes, they began to economize on all kinds of woolen and cotton goods used in their

homes and business generally.

6. Men's clothing. The first merchant to leel the effects of the present depression was the tetail clothing dealer. The men's clothing industry was hit a very hard blow early in the depression and has not yet recovered. If, however, we have a cold winter ahead of us, there will very likely be a clothing shortage 7. Building. The building of factories and

office buildings came to an abrupt stop last fall. For some time there has been a shortage in homes, but not till a few months ago was building in all lines greatly contracted.

FARM PRODUCT PRICES

8. Farm Products. A year ago wheat was selling at \$2.50 a bushel, corn at \$1.00 a bushel, and other products of the farm at correspondingly high prices. All at once the crash came and today the farmer is the bluest man in the country. Farm products were the eighth great industry to be hit and will be the eighth to re-

9. Iron and Steel. The next industry to be hit was iron and steel. The prices of steel products were one of the last to decline. Steel prices have not yet hit bottom. There is no immediate sign of recovery in the steel industry.

10. Machinery. Machine tools and allied

interests are at a very low ebb, with no prospects

of an immediate recovery.

of an immediate recovery.

11. Shipping. Even worse than the machinery products is the shipping industry. There are no hopes at present for a revival in shipping for sometime to come. Shipping rates must be lower and the ship building industry is absolutely dead.

The twelfth leading industry has not t. This includes the semi-luxuries which been hit. are purchased by the masses, best illustrated by tobacco in the case of men, and wearing apparel in the case of women

#### TRADE OPPORTUNITIES

(When making inquiries please refer to number)

No. 14.

A firm manufacturing druggists' surdries and toilet goods, of New York, is desirous of securing an active manufacturer's agent in Manila.

No. 15.

A San Francisco company, prepared to give bank references, desires to act as purchasing agent for Manila importers of canned goods, machinery and general merchandise.

No. 16.

A firm in Tuguegarao would like to be placed in touch with hrms in Manila that would be in the market for corn from the Cagayan valley. The crop will be ready to move about September

#### THE KICKERS

The Pittsburgh Chamber of Commerce has given its members a set of replies to make to the excuses which their friends give them for failing to join. With slight change the replies will be just as useful in Manila. This is the Chamber's statement:

Perhaps you have tried to get some new members and have been handed these various excuses. If so go back at them again with these answers that have been so helpful to the committee in their work. We feel sure that you will be suc-cessful if you do. The majority of excuses can be classified under five major heads as follows:

#### 1. I don't like the way they are running things.

This man should be told that the Chamber of Commerce does not reflect the opinions of any class or individual. If this man is not a member, he is not in a position to fairly criticize as he is not giving his help in the solution of questions vitally affecting our community.

#### I haven't time to attend meetings.

This should not prevent him giving financial assistance, for in so doing he is only giving half of what those men are giving who pay dues as well as give their time for the work of the organ-

#### 3. I belong to too many clubs now.

This is a selfish excuse at best. This organization is not classified as a club, but is the organized citizenship of Brooklyn working for the benefit of the whole community.

#### 4. Our firm is a member already.

So is ours. This is no excuse for him to shirk his responsibility. The Chamber of Commerce is made up of individual citizens. If others had his idea, we should retrograde into a cold business proposition and defeat our main reason for existence.

#### 5. There is nothing in it for me.

March 31, 1922 April 30, 1922 May 31, 1922 June 30, 1922

An excuse where selfishness is again paramount. We cannot help the man who is not willing to help himself. If he wants to let George do it, George is going to get all the benefits.

#### CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant, Treasury Bureau

Bank notes:  Bank of the Philippine Islands  Philippine National Bank	8,883,102.50	8,998,102.50	8,998,102.50	8,982,872.50
	32,694,032.75	32,886,339.45	32,393,732.20	32,393,732.20
Treasury certificates	37,866,067.60	37,593,439.10	37,389,791.60	37,619,900.00

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### Statistical Review

#### CONSOLIDATED BANK REPORTS, JUNE TO JULY, 1922

By BEN F. WRIGHT, Special Bank Examiner

		Week ending June 24	Week ending July 1	Week ending July 8	Week ending July 15	Week end ng July 22
1.	Loans, discounts and overdrafts	P181.880.154	P172,436,619	P173,253,977	₱173.539.991	P177.015.046
â.	Investments	28,734,207	25,191,328	25,022,103		26,027,474
3.	Due from banks, agencies and branches in					,,
-	Philippine Islands	49,940,419		49,390,244	49,650,560	47.544.058
4.	Due from head office	6,691,413				5,154,812
5.	Due from other banks	9,381,212	11,446,657	10,015,808	8,067,017	4,738,081
6.	Cash on hand:					
	(a) Treasury certificates	11,322,810				11,146,029
	(b) Other cash available for reserve	205,970				210,789
	(c) Bank notes	2,281,569				1,795,508
	(d) Other cash	526,769				305,067
	Total	14,337,118				13,657,393
7.	Resources, (not a total of above items)	303,454,583				286,912,830
8.	Demand deposits	64,134,465				60,576,760
9.	Time deposits	56,289,145				57,195,979
10.	Due to head office	48,985,479	43,451,706	46,226,096	47,200,304	44,780,855
11.	Due to banks, agencies and branches in the					
	Philippine Islands	4,242,378				4,207,588
12.	Due to other banks	16,343,118		12,423,039		9,650,381
13.	Exchange bought since last report—spot	3,585,832	4,148,920			4,103,715
14.	Exchange sold since last report—spot	4,932,240				5,640,919
15.	Exchange bought since last report-future.	4,365,533				3,962,961
16.	Exchange sold since last report—future	3,112,332				1,880,132
17.	Debits to individual accounts since last report	30,168,339				24,763,841
18.	Net circulation	41,391,704	41,387,859	41,392,839	41,392,814	41,392,699

#### LIVE STOCK STATISTICS

Prepared by Dr. Frank C. Gearhart, Manila

	Cattle	Carabao	Horses and Mules	Hogs	Sheep	Goats
Total number in P. I., 1910	243,180	705,758	138,199	1,637,338	88.805	422,185
Total number in P. I., 1919	678,525	1,388,244	255,380	3.129.676	168,181	731.849
Total number in P. I., 1920	760,920	1,464,285	268,999	3,639,183	195,705	821,661
Increase, 10 years, 1910-1920	212%	107%	94%	122%	120%	94%
Increase, 1 year, 1920	12%	5%	5%	16%	16%	12%
Young born, 1920	173,067	193,616	51,589	945,913	49.324	170.468
Total Increase over 1919	25%	13%	20%	30%	29%	23%
Total Slaughter, P. I	76,167	26,926	3,116	555.984	17.187	72,008
Total deaths, 1920	23,101	31,831	8,222	158,726	7.601	24.831
Per cent deaths, 1920	3.03%	2.7%	3.05%	4.3%	3.8%	3.02%

## TRADE STATISTICS

PRINCIPAL IMPORTS

Article	1922	Ju	ne 1921		May, 192		Monthly aver 12 mos., June to May 19	1921
	Value	%	Value	%	Value	%	Value	%
Iron and steel, incl. machinery	P 814,907	6.9	P 4,325,827	20.4	P 1,473,043	10.2	P 2,242,921	15.3
Cotton cloths	2,120,136	18.0	1,683,216		2.971.334	20.6	2,306,682	15.7
Other cotton goods	1.088,656	9.5	1,182,475	5.6	1,266,190	8.8	934.180	6.4
Gasoline	655,506	5.5	1,404,282	6.6	257.341	1.8	746,520	5.1
Illuminating oil	186,805	1.5	1,332,251	6.3	767,623	5.3	608,831	4.2
Wheat flour	463.828	3.9	358,951	1.7	816,398	5.7	534.164	3.7
Coal	561,253	4.7	911.315	4.3	364,772	2.5	439.317	3.0
Meat products	350,863	3.0	388,179		760,920	5.3	439,723	3.0
Dairy products	145,591	1.2	289,444	1.4	377.216	2.6	396,268	2.7
Paper and manufactures of	313.607	2.6	458,142	2.1	290.482	2.0	333,590	2.4
Lubricating and other oils	81.274	0.7	522.622	2.5	148.971	1.0	319.626	2.2
Silk goods	201,221	1.7	426,404	2.0	305,308	2.1	257.560	1.8
Cattle and carabao	100.788	0.9	220.352	1.0	72,159	0.5	248,110	1.7
Rice	144.351	1.2	473,981	2.2	127.632	0.9	170,333	1.2
Electrical goods	145,725	1.2	236,283	1.1	293,170	2.0	222,640	1.5
Vegetables	178,684		187.078	0.9	223,964	1.5	216,666	1.5
Chemicals, drugs, dves, etc	287,185	2.4	255,601	1.2	265,274	1.8	211.315	1.4
Tobacco goods	441,119	3.7	284,237	1.4	274,459	1.9	222,660	1.5
Fish products	209,530		153,380		314,500	2.2	203,269	1.4
Explosives	8,624		761,846	3.6	46,841	0.3	151.407	1.0
Cement.	195,412	1.7	173.854	0.8	68.554	0.5	124,947	0.9
Fruits and nuts	90,547	0.8	107,311	0.5	76,607	0.5	130.349	0.9
Eggs	92,535	0.8	148,404	0.7	98.005	0.7	130,090	0.9
Spirituous liquors	111.805	1.0	152,585	0.7	63,766	0.4	83,471	0.6
Woolen goods	129,505	1.1	53.822	0.3	88.753	0.6	84.469	9.6
	97.844	0.8	35,013	0.2	126,177	0.9	81,931	1).6
Perfumery, cosmetics, etc	93,781	0.8	204.816	1.0	117.507	0.8	79.828	0.5
Shoes	127,525	1.1	192,507	0.9	114,527	0.8	74.175	0.5
Matches	75,684		35,985	0.2	127,117	0.9	78,378	0.5
India rubber goods	71.062	0.6	101,791	0.5	54,702	0.4	66,908	9.5
Coffee	50,358	0.4	45.003	0.2	66,600	0.5	67,944	0.5
Earthen stone and china ware	109,656	0.9	100.022	0.5	75,953	0.5	65.038	0.4
Soap	22,029	0.2	85,596	0.4	47,203	0.3	55,793	0.4
Crude oil	82,417	0.7	31,756	0.1	385	0.5	50,001	0.3
Paints, varnish, pigments, etc	86.883	0.7	53,264	0.2	65.991	0.4	45,905	0.3
Motion picture films	72,931	0.6	57.058	0.3	24.818	0.2	46,187	0.3
Sugar and molasses	115,250	1.0	15.652	0.1	62,073	0.4	41.059	0.3
Diamonds and other precious stones,	113,230	1.0	15,052	0.1	02,073	0.4	41,039	.,
unset	15.174	0.1	34.205	0.2	25,956	0.2	23,901	0.2
	11.012	0.1	10.333	0.2	26,505	0.2	18.990	0.1
Sporting goods	3,011	0.1	35,502	0.2	6,380	0.2	7,593	.,,,
Agricultural implements	84,616	0.7	369,171	1.7	108,989	0.8	98,395	0.7
Automobiles		1.2		0.3	169.364	1.2	108.625	0.8
Automobile tires	144,439		69,528	0.3	30,165	0.2	92,967	0.6
Automobile accessories	54,705	0.5	96,936 113,897	0.4	44,360	0.2	61.634	0.4
Cocoa or cacao	38,784 1,356,866	11.5	3.052.925	14.4	1,327,164	9.2	1.685.812	11.5
All others	1,330,800	11.3	3,032,923	14.4	1,327,104	9. Z	1,000,812	11.0
Total	<b>P</b> 11,833,484	100.0	<b>P</b> 21,232,802	100.0	P14,435,218	99.8	P14,619,172	100.0

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#### PRINCIPAL EXPORTS

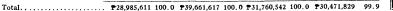
Articles	PRINCIPAL EXPORTS											
	June, 1922			June, 1921			May, 1922			June 1921	age for 12 n to May 19	22
	Quantity	Value	%	Quantity	Value	%	Quantity	Value	%	Quantity	Value	%
Sugar Co-onut oil. Co-ona He-mp. Embroideries. Cigars. Lef tobacco. Maguey. Co-ora meal. Lumber, cub. m. Cordage. Hats.	57,081,505 3,577,231 12,056,665 13,337,521 25,762,410 919,738 3,007,024 606,543 1,365 265,255 18,13273	P 8,044.845 1,130,794 1,933,571 2,889,775 471,078 886,479 257,422 442,338 18,444 59,929 108,490 50,849 35,004	46.9 6.6 11.3 16.8 2.7 5.2 1.5 2.6 0.1 0.3 0.6 0.3	38,490,924 9,611,124 8,100,592 9,116,992 10,761,825 850,328 1,312,821 4,182,032 2,894 222,349 3,783 11,447	3,062,974 1,386,381 2,426,871 965,890 410,447 483,393 201,549 90,396 323,159 111,579 20,439 18,310	45.4 16.6 7.5 13.2 5.2 2.2 2.6 1.1 0.5 1.9 0.6 0.1	47,017,082 12,797,280 8,030,752 13,160,702 25,775,143 938,388 996,064 6,531,436 2,294 164,102 30,634 49,052	<b>P</b> 6,395,872 3,979,916 1,416,238 2,818,990 457,570 799,995 259,999 150,530 202,545 99,259 67,096 65,535 81,610	36.9 22.8 8.5 16.2 2.5 4.6 1.5 0.9 1.2 0.6 0.4 0.4	33,935,419 9,139,530 14,570,554 10,968,632 16,845,269 1,418,620 1,195,456 6,102,045 2,334 168,019 17,485 16,960	P 4,885,919 2,900,670 2,443,256 2,501,243 621,965 656,886 514,605 182,790 179,496 117,562 76,048 46,925 31,009	30.8 18.3 15.4 15.8 3.9 4.1 3.3 1.2 1.1 0.7 0.5 0.3
All other domestic exports		375,522	2.2		277,790	1.5		364,194	2.1		296,992	1.9
Total domestic exports		₱16,704,540 374,387 73,200	97.3 2.2 0.4		<b>P</b> 18,160,606 259,681 8,528	98.5 1.4		<b>P</b> 17,159,349 159,959 6,016	99.1 0.9	and the second s	P15,455,366 336,272 61,020	97.5 2.1 0.4
Total exports		P17,152,127	99.9		P18,428,815	99.9		<b>7</b> 17,325,324	100.0		P15,852,658	100.0

Note:-All quantities are in kilos, except for cigars and hats, for which actual number of units is given, and lumber which is given in cubic meters.

	EXPO	RTS E	Y COUNTR	IES					
	Monthly average for								
		ie		May, 1922 12 mos., June 1921					
Countries	1922		1921				to May 1922		
	Value	%	Value	%	Value	%	Value	%	
United States	P12,136,767	70.8	P13,984,962	76.0	P13,312,657	76.9	P10,085,496	63.6	
Japan	1.284,914	7.5	551.999	3.0	392.547	2.3	1.024.347	6.5	
United Kingdom	759,618	4.4	669,724	3.6	587,771	3.4	855,742	5.4	
Germany	212.254	1.2	693,232	3.7	835,375	4.8	777,405	4.9	
Hongkong	615,030	3.6	687,472	3.7	741,680	4.3	618,236	3.9	
Spain	522,240	3.0	437,514	2.3	400.118	2.3	594,940	3.8	
China	399,594	2.3	434,624	2.3	243,200	1.4	468,123	2.9	
Netherlands	297,450	1.7	420,097	2.2	165,375	0.9	424,067	2.7	
France	14.505	0.1	101,907	0.6	32,100	0.2	356,691	2.2	
British East Indies	165,318	1.0	176,503	1.0	131,109	0.8	206,620	1.3	
Australasia	92.254	0.5	64.022	0.3	135,815	0.8	107,757	0.7	
Canada	281.711	1.6			84,282	0.5	89,475	0.6	
Belgium	40,701	0.2	73,996	0.4	78,277	0.4	72,018	0.5	
Italy	45,595	0.3	9,000		42,731	0.2	46,892	0.3	
Italy	231,449	1.3	54.202	0.3	14.425	0.1	30,029	0.2	
Austria	3,085		,-				26,836	0.2	
French East Indies	12,410	0.1	16.880	0.1	19,475	0.1	14.251	0.1	
Siam	11.470	0.1	11,577	0.1	15.361	0.1	7,920		
Switzerland			12,990	0.1	4,813		6,251		
Japanese-China	2,300		16,044	0.1	,		6,228		
Sweden	-,		120				10		
Norway					100		8		
Denmark					1,600		133		
All other countries	23,462	0.1	11,950	0.1	86,513	0.5	33,182	0.2	
Total	P17,152,127	99.8	T18,428,815	99.9	P17,325,324	100.0	P15,852,657	100.	

IMPORTS BY COUNTRIES										
		1	Monthly avera	ge for						
		May, 1922 12 mos., June 19								
Countries	June 1922 1921			to			to May 19			
	Value	%	Value	%	Value	%	Value	%		
United States		50.8	P13.732.705	64.7	P 8,787,748	61.1	P 9,131,115	62.5		
Japan	1,600,546	13.5	1,918,355	9.0	1.700,638	11.8	1.549.081	10.6		
China	780,088	6.6	2,226,866	10.5	1,450,728	10.0	1,463,394	10.0		
United Kingdom	596,113	5.0	890,256	4.2	660.017	4.6	529,196	3.6		
Dutch East Indies	962,878	8.1	245,413	1.2	277,232	1.9	408,571	2.8		
Australasia	668,783	5.7	308,112	1.5	665,568	4.6	392,448	2.7		
French East Indies	262.874	2.2	332,502	1.6	170,009	1.2	299,367	2.0		
British East Indies.	164,010	1.4	208,281	1.0	197.387	1.4	194,576	1.3		
France	151.368	1.3	288,179	1.4	90,450	0.6	143,298	1.0		
Siam	15,665	0.1	338.659	1.6	12,509	0.1	97.344	0.7		
Switzerland	132,416	1.1	217,187	1.0	73,991	0. ŝ	113,512	0.8		
Spain	129,028	1.1	178,464	0.8	104,113	0.7	81,915	0.6		
Germany	138,308	1.2	173,468	0.8	49,667	0.3	77.884	0.5		
Canada	7.374	1.2	5,427	0.0	56,771	0.4	24.796	0.3		
Canada Netherlands	34,435	0.3	85,685	0.4	17,782	0.1	33,965	0.2		
Japanese Chine	119.668	1.0	65,065	0.4	54,083	0.4	32,327	0.2		
Japanese-China			22.042	0.1		0.2	14,940	0.1		
Hongkong	23,471	0.2	22,043	0.1	28,957 11	0.2	794	0. 1		
Austria	16,214	0.1	292				9,020	0.1		
Italy	7,740		24,654	0.1	1,038			0.1		
Norway			533		565		1,235			
Belgium	9,015	0.1	5,683		7,956		4,786			
Denmark	3,157		6,499		6,206		4,800			
Sweden	1,309		10,303		2,140		1,513			
Ali others	2,412		13,263	0.1	19,652	0.1	9,295	0.1		

	FOREIGN T	RADE	BY COUNT	RIES		,	Monthly avera	ge for			
	Tune						May, 1922 12 months, June1921				
	1922	1921		to May 1922							
Countries	Value	%	Value	%	Value	%	Value	7.			
United States	P18,143,379	62.6	P27,717,667	69.9	P22,100.405	69.6	P19,216,611	63.1			
Japan	2,885,460	10.0	2,470,354	6.2	2,093,185	6.5	2,573,428	8.5			
China	1,179,682	4.1	2,661,490	6.7	1,693,928	5.4	1,931,518	6.3			
United Kingdom	1,355,731	4.7	1,559,980	3.9	1,247,788	3.9	1,384,937	4.6			
Germany	350,562	1.2	866,700	2.2	885,042	2.8	855,290	2.8			
Spain	651,268	2.2	615,978	1.6	504,231	1.6	676,856	2.2			
Hongkong	638,501	2.2	709,515	1.8	770,637	2.4	633,176	2.1			
France	165,873	0.6	390,086	1.0	122,550	0.4	499,990	1.6			
Netherlands	331,885	1.1	505,782	1.3	183,157	0.6	458,032	1.5			
Australasia	761.037	2.6	372,134	0.9	801,383	2.5	500,204	1.6			
Dutch East Indies	1,194,327	4.1	299,615	0.7	291,657	0.9	438,600	1.4			
British East Indies	329,328	1.1	384.784	1.0	328,496	1.1	401,194	1.3			
French East Indies	275,284	0.9	349.382	0.9	189,484	0.6	313,620	1.0			
Siam	27.135	0.1	350,236	0.9	27.870	0.1	105,263	0.3			
Switzerland	132,416	0.5	230,177	0.6	78,804	0,2	119,763	0.4			
Canada	289,085	1.0	5,427		141,053	0.5	114,172	0.4			
Be gium	49,716	0.2	79,679	0.2	86,233	0.3	76,802	0.3			
Įtaiy	53,335	0.2	33.654	0.1	43,769	0.1	55,913	0.2			
Japanese-China	121,968	0.4	16,044	٠	54,803	0.2	38.554	0.1			
At stria	19,299	0.1	292		11		27,630	0.1			
Denmark	3,157		6,499		7,806		4,933				
Norway	0,101		533		665		1,243				
Sweden	1,309		10,423		2.140		1,523				
All other countries	25,874	0.1	25,186	0.1	106,165	0.3	42,577	0.1			
	<b>D</b> 20.005.611	100.0	<b>D</b> 20 ((1 (17	100.0	D21 760 542	100.0	■20 471 920	00.0			





## Real Smoke Enjoyment

The next time you want a real honest-to-goodness smoke, come here and ask for

> "Old Presidentes" With the accent on the "Old".

Here's the cigar you have been looking for .... chock full of good tobacco and even-burning to the end.

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FOSTER & DELGADO

Phone 1895

## IMPORTING AND EXPORTING

METALS AND MACHINERY NEW AND SECOND HAND

Orders for purchase and sale in United States executed

## HENRY GREEN & CO.

25 BROAD STREET NEW YORK, U.S.A.

CARRYING TRADE EXPORTS									
Nationality of	June, 1922	!	June, 19	21	May, 1922	2 1	Ionthly avera 2 mos., June	1921	
Vessels	Value	. %	Value	8 42.0	Value	0%	to May 193 Value	22 %	
American	7,500,543 4,654,597 2,649,324	44.9 28.0 15.9	7,339,235 5,660,655 1,861,310	5 32.3	<b>7</b> 8,274,300 6,027,603 1,254,967	49.2 35.7 7.4	P 6,168,330 5,453,327 1,744,506	40.5 35.8 11.4	
Dutch	1,219,062 528,905	7.3	2,212,14 442,50	5 12.6	729,221 421,129	4.3	1,175,482 305,512	7.7	
		0.4	3,38		3,510	2.3	241.318 91,597	1.6	
Philippine. Chinese. German	00,303	0.4	5,29	8	55,397 101,958	0.3	52,508 16,616	0.3	
FrenchNorwegian		0.4			101,700	0.0	1,658		
Total by freight			P17.524.54	2 100.0	P16,868,585	100.0	P15,250,904	100.0	
By mail					₱16,868,585 456,739				
Total	₱17,152,127		P18,428,81	5	P17,325,324		₱15,842,657		
Nationality of	June, 192		PORTS June, 19	121	May, 192	, N	Ionthly avera 2 mos., June	ge for	
Vessels	Value		Value		Value		to May 19 Value	22	
American	P 3.854,115	% 33.2 46.1	P 8,344,31 8,057,36	9 40.2 3 38.8	₱ 3,926,487 7,477,605	28.1 53.2	₱ 5,015,276 6,720,501	35.2 47.1	
British Japanese Dutch D		9.7 7.4	3,109,51 538,39	3 15.0	1,945,029 320,020	13.7 2.3	1,704,482 383,590	11.9 2.7	
Philippine	66,103	0.6	273,37 173,24	8 1.3	167,655 38,293	1.2	186,461 96,855	$\frac{1.3}{0.7}$	
Norwegian	19,857 173,974	0.2 1.5	167,67 92,53	1 0.8	12 148,569		82,482 74,191	0.6 0.5	
FrenchSwedish							6,136 5		
Total by freight	₱11,591,965 241,519	100.0	₱20,756,42 476.37	4 100.0 8	P14,023,670 411.548	99.9	P14,269,979 349,193	100.0	
Total			P21,232,80		P14,435,218		P14,619,172		
N-4:14	TOTA	L FOI	REIGN TR	ADE			e	6	
Nationality of Vessels	June, 192	2	June, 1	921	May, 192	2 1	Monthly avera 2 mos., June to May 19	1921 22	
American	Value ₱11,354,658	40. 2	Value \$15,683,55	7 41.0	Value ₱12,200,787	39.5	Value P11 183 605	38.0	
British Japanese Dutch	10,002,604 3,777,506	35.4 13.4	13,718,01 4,970,82	8 36.0	13,505,208 3,199,996	43.7 10.2	12,173,825 3,448,990	41.2 11.7	
DutchSpanish	2,072,263 677,431	7.3 2.4	2,750,54 615,75	3 7.0 1 1.6	1,049,241 459,422	3.4 1.6	1,559,073 402,368	5.2 1.4	
Spanish. Philippine. Swedish. Chinese.	. 126,608	0.4	276,76	64 0.7	171,165	0.6	278,058 241,323 126,700	$0.9 \\ 0.8$	
Chinese	. 173,974 . 87,457	0.6 0.3	97,83 167,67		204,466 12	0.7	126,700 82,532 7,793	$0.4 \\ 0.3$	
French					101,958	0.3	7,793 16,617	0.1	
Total by freight		100.0	P38,280,96 1,380,65		730,892,255 868,287	100.0	<b>P</b> 29,520,884 950,945	100.0	
Total	. <b>P</b> 28,985,611		<b>P</b> 39,661,61	17	₱31,760,542		₱30,471,829		
			TATISTI OF IMPOR			,	Monthly over		
Ports	1922	Ju	ne 1921		May, 192	2 :	Monthly aver 12 mos., Jun to May 19	e 1921	
Manila	Value	% 92.5	Value P18,123,58	%	Value <b>P</b> 13,774,450	% 95.5	Value #13,091,502	89.6	
Iloilo	. 449,740 317,677	3.8	2.637.19	95 12.4	158,639 381,214	1.1	898.365	6.0	
Zamboanga	. 63,233	0.5	365,00 68,41 34,95	9 0.3 52 0.2	56,912	0.4	464,419 100,241 62,309	3.2 0.7 0.5	
Balabac	. 223		3,64	13			2,335		
Total			<b>P</b> 21,232,80 OF EXPOR		₱14,435,218	100.0	r*14,619,171	100.0	
ManilaIloilo	. P 6,860,342	40.0 39.1	711,064,46 5,441,06	53 60.0	₱10,447,181 4,600,110	60.1 26.8	710,168,009 3,168,207	64.1 20.0	
Cohu	2 242 522	19.5	1.816.33	25 10.0	2.039.460	11.5	2,259,392 185,855	14.3	
Zamboanga Jolo Balabac	45,461	0.3	44,73 58,90 3,38	0.3	60,971	0.4	69,852 1,342	0.4	
· Total		100.0			P17,325,324	100.0			
		EN	TERED			1	Monthly aver	age for	
	June				May, 1922	1	12 months pr to June 19	revious 122	
Ports Vessels	Net tonnage	ď	ischarged	essels	Net C tonnage disc	argo harged	Vessels N	let inage	
Manila 67 62	237,410 191	1921 ,627	1922 100,683	65	217,990	77,434	59.66 2	200,740	
Iloilo 5 8 Cebu 2 6	4,497 12	,760 ,070	7,666 2,397	3	11,215	2,610 7,685	4.11 3.00	12,013 8,394	
Zamboanga 2 2 Jolo 3 2 Balabac 1		,106	131 22	2 2	8,780 1,171	139 71	2.00	5,812 1,588	
	266,798 233	46 .780	110,899	72	239,156	87,939		28,554	
t .			EARED						
	June			М	ay, 1922	1	Monthly aver 2 months p	revious	
Ports Vessels	Net tonnage			essels	Net	Cargo	to June 19 Vessels	022 Net	
	1922 191 829 163	1921	laden 1922 32,500	52	tonnage 175 183	laden 42 640		nage 81 861	
Manila 54 58 Iloilo 15 8 Cebu 9 9	47.264 23	,142 ,064 ,053	32,500 60,625 13,718	52 7	175,183 16,957	42,640 27,538 10,268	7.17	81,861 25,218	
Zamboanga 1 1	4,260 4	,260	1,228	2 2	5,529 1:171	10,268 1,246 208	5.83 1.74 2.25	16,651 5,160	
Jolo	1,382 1	,171 46	153		1;171	208	2.25	1,336	
Total 82 79	279,971 230	,736	108,224	63	198,840	81,900	71.33	30,232	

## JUTE CLOTH-INDIA'S MONOPOLY

A recent report of the United States Tariff Commission on jute cloth may be briefly summarized as follows:

Imports of burlap, which is used chiefly for bags and wrappers, as a backing for linoleum, and as paddings in coats, are far greater in value than imports of any other textile. Ordinarily, the value of foreign burlaps consumed yearly in the United States is about equal to the combined value of all the wool manufactures imported under schedule K, and of all the countable cotton cloth. In 1920 about 1,065,000,000 yards of burlap valued at \$88,896,000 were imported. Total imports of wool manufactures in the same year were valued at \$51,453,000 and of countable cotton cloth at \$44,913,000 and of countable cotton cloth at \$44,913,000

The only type of jute cloth produced in the United States is the heavy coarse wrapping, known as cotton bagging, used for covering raw cotton. About 90,000,000 yards of bagging are required annually to cover the American cotton crop. Practically all of the new cotton bagging consumed in this country is supplied by two American companies, which are the world's leading manufacturers of this article. Because of the strong organization of these companies, and their long prominence in the field, the volume of imports is small.

The United States, however, is about to lose its bagging industry. The two domestic companies are now erecting bagging mills in India, and have shipped abroad part of the bagging machinery formerly operated in this country.

The United States is the world's greatest consumer of burlap, importing about 260,000 tons of fabric yearly. Notwithstanding the tremendous demand, which has more than trebled in the last twenty years, the domestic production of burlap has been insignificant. The record American output was during the war when 7,292,000 yards were produced—less than 1 per cent of the domestic consumption. This production was brought about through an artificial price level which caused burlap to sell at about 25 cents per yard as compared with the prewar price of about 5 cents.

The United States now receives about 93 per cent of its supply of burlap from Calcutta, India Calcutta produces about one-half of the world's consumption of jute fabrics and bags, which in recent years have been India's leading export. In 1921, exports of Indian burlap and jute bags amounted to \$29,000 tons valued at \$171,291,000. Such shipments made up 22 per cent of the value of all Indian merchandise shipped overseas in 1921, and about 60 per cent of exports of articles wholly or mainly manufactured.

Calcutta owes her dominant position to her ability to manufacture burlap at a price so low that no country can compete except by means of a very high tariff. The average price per yard of burlap shipped from Calcutta to the United States before the war was about 2.75 cents and in 1920 about 4 cents. The production of raw jute is confined to India; the crop averages yearly about 8,000,000 bales of 400 pounds each. This monopoly of the raw material, close proximity of centers of production to centers of manufacture, and low labor costs are India's leading advantages. A comparison of wages paid ip American bagging mills with those in Indian jute mills shows, for instance, that in January. 1921, a weaver in an American mill received \$19.50 per week, as against \$2.84 paid to the weaver in an Indian mill. Indian labor is however, relatively inefficient, but the employment of Scotch overseers and the use of up-to-date machinery minimize somewhat this handcap. A number of mills generate their own electric power. As a result the jute industry is maintained at a level of efficiency that is high for India.

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## List of Periodicals Received by the Chamber

Abrasive Industry; monthly; Cleveland.

American Exporter; monthly; New York City.

American Industry; monthly; New York City; official organ of National Association of

Manufacturers. Association of Commerce News Bulletin; weekly; New Orleans, La.

Australasian Manufacturer; weekly; Sydney, N. S. W. Australian Sugar Journal; monthly; Brisbane,

Queensland.

Transmission Tools and Supplies; Belting, monthly; Chicago.

Bradford Chamber of Commerce Monthly Journal; Bradford, England.

Brazilian Business; monthly; Rio de Janeiro; official organ of American Chamber of Commerce for Brazil.

British Trade Journal; monthly; London.

Brooklyn Chamber of Commerce Bulletin; weekly; Brooklyn, N. Y.

Buffalo Live Wire; monthly; official organ of the Buffalo Chamber of Commerce, Buffalo,

Bulletin of the Chamber of Commerce and Industry of Genoa; monthly; Italian; official organ of Genoa Chamber of Commerce and In-

dustry; Genoa, Italy.

Bulletin of the American Chamber of Commerce
of Sao Paulo, Brazil; monthly; English
and Portuguese; Sao Paulo, Brazil.

Bulletin of the Italian Chamber of Commerce for

the East; monthly; English and Italian; Shanghai.

Business; monthly; Detroit, Mich.; published by Burroughs Adding Machine Co.

Cavite Gazette; fortnightly; Manila. Cement, Mill and Quarry; monthly; Chicago. Chamber of Commerce Journal; weekly; London; official organ of the London, Eng., Chamber of Commerce.

Chamber of Commerce Journal; official organ of Yokohama Chamber of Commerce; monthly; English and Japanese; Yokohama.

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City Power House; monthly; Jamestown, N. D.; official organ of Jamestown, N. D., Chamber of Commerce.

Comercio y Navegación; monthly; Barcelona, Spain; official organ of the Chamber of Commerce and Navigation of Barcelona; Spanish.

Commerce and Finance; weekly; New York City. Commerce and Industries; fortnightly; Madras, India.

Commerce Reports; weekly; Washington; published by Bureau of Foreign and Domestic Com-

Concrete Products; monthly; Chicago.

Danish Export Review; monthly; Copenhagen, Denmark; official organ of Danish Export Association; Danish and English.

Dun's International Review; monthly; New York City.

Eastern Commerce; monthly; Yokohama. El Automóvil Americano; monthly; New York City; Spanish.

El Exportador Americano; monthly; New York City; Spanish edition of American Exporter.

Engineering World; monthly; Chicago.

Export; monthly; New York City; official international organ of National Association of Manufacturers of the United States of America, Spanish.

Export Recorder; monthly; Amsterdam, Holland.

Facts About Sugar; weekly; New York City.
Federation News; monthly; Detroit; official
publication of Insurance Federation of America, Inc.

Federal Reserve Bulletin; monthly; Washington; issued by Federal Reserve Board. Foundry, The; semi-monthly; Cleveland.

Gaceta de los Estados Unidos; monthly; Los Angeles; English and Spanish. Goodyear News; quarterly; Manila; published by

local branch of Goodyear Tire and Rubber

Company.

Greater New York; weekly; New York City; bulletin of the Merchants' Association of

New York.
Greater St. Louis; monthly; official organ of St. Louis Chamber of Commerce.

Halifax Chamber of Commerce Journal; monthly; Halifax, England. Highway Engineer and Contractor; monthly;

Chicago.

Huddersfield Chamber of Commerce Journal;
monthly; Huddersfield, England:

Hull Trade and Transit; monthly; Hull, England; official organ of Hull Incorporated Chamber of Commerce and Shipping.

Indianapolis Chamber of Commerce Activities; monthly; official organ of Indianapolis Cham-

ber of Commerce.

International Crop Reports and Agricultural

Statistics; monthly; Rome, Italy; published
by International Institute of Agriculture. International Trade Developer; monthly; Chicago. Iron Trade Review; weekly; Cleveland.

Kelly's Monthly Trade Review; London, England.

La Hacienda; monthly; Buffalo, N. Y. Leather Manufacturer; monthly; Boston. Levant Trade Review; monthly; Constantinople; official organ of American Chamber of Commerce for the Levant; English and French.

Los Estados Unidos; monthly; Barcelona; Spanish. Luton Chamber of Commerce Journal; monthly; Luton, England.

M

Manufacturers' Record; weekly; Baltimore, Md. Marine Review; monthly; Cleveland, O.

Mercantile Guardian; monthly; London. Monthly Bulletin; Chamber of Commerce of State of New York; New York City. Monthly Journal of the Dudley, Wolverhampton and Walsall Chambers of Commerce; Dud-

ley, England.

Monthly Journal of the Nottingham Chamber of Commerce; Nottingham, England.

Nation's Business; monthly; Washington; official publication of U. S. Chamber of Commerce.

Official Bulletin; weekly; St. Paul Association;

St. Paul, Minn.

Official Bulletin of the French Chamber of Commerce of the Philippine Islands; Manila; French.

Official Bulletin of the Spanish Chamber of Commerce of the Philippine Islands; Manila; Spanish.

Pacific Ports; monthly; Los Angeles.
Parkersburg Progress; monthly; Parkersburg,
W. Va.; official organ of Parkersburg Board

of Commerce.

Philadelphia Hardware; monthly; Philadelphia; Pa.

Philippine Journal of Science; monthly; Manila; published by Bureau of Science. Power Boating; monthly; Cleveland.

Providence Magazine; monthly; Providence, R.I.; published by Providence Chamber of Com-

merce.

Revista de la Camara de Comercio de las Islas Filipinas; monthly; Manila; Spanish.

Scranton Board of Trade Journal; monthly; Scranton, Pa.; official organ of Scranton Board of Trade.

Sheffield Chamber of Commerce Journal; monthly;

Sheffield Chamber of Commerce Journal; monthly; Sheffield, England.
Siam Commercial Mirror; monthly; Bangkok, Siam; English and Siamese.
Southern California Business; monthly; Los Angeles; official publication of Los Angeles Chamber of Commerce.

Sugar News; monthly; Manila.

Tobacco Record; weekly; New York City. Transallantic Trade; monthly; Berlin, Germany; official organ of American Chamber of Com-merce of Berlin. Trans-Pacific; monthly; Tokio, Japan; English

and Japanese. Tropical Life; monthly; London, Eng.

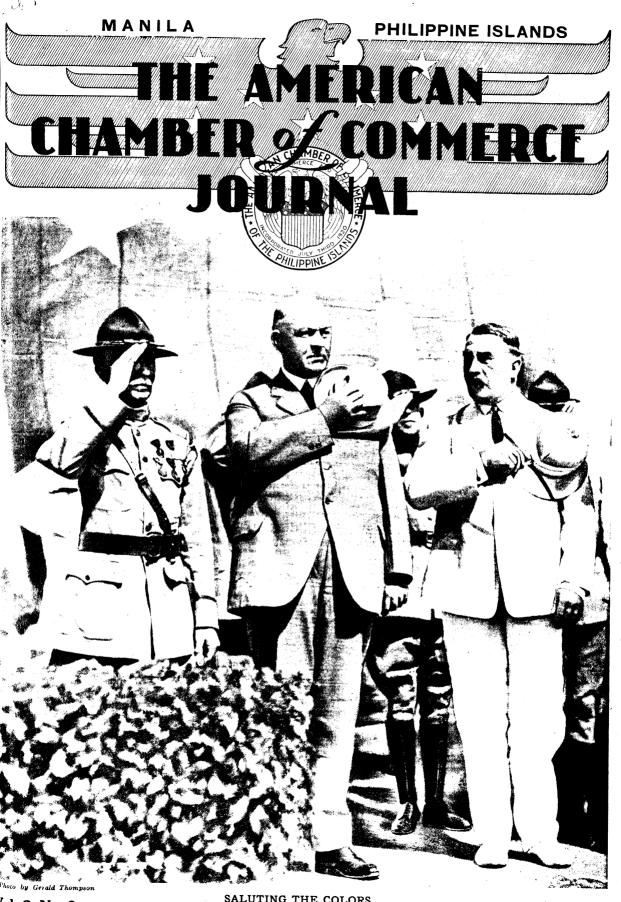
Weather, Crops and Markets, weekly; Washington, D. C.; published by U. S. Department

of Agriculture.

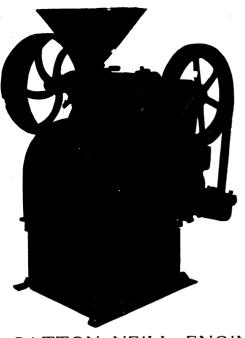
Weekly Review of the Far East; Shanghai.

Western Fruit Jobber; monthly; Chicago; organ
of Western Fruit Jobbers Association of America.

Zeitschrift fur Waren und Kaufhauser; weekly Berlin; German.



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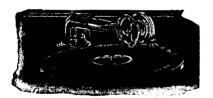
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# American Chamber of Commerce Journal

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### THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Phipin, Manila, P. I.

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## PROMINENT AMERICANS IN THE PHILIPPINE ISLANDS



### A. S. HEYWARD

Arthur S. Heyward, Vice President and Manager of the Catton-Neill Engineering and Machinery Company, was born in South Carolina in 1886. He attended the public schools of Savannah, Georgia, and then entered Clemson College, South Carolina and mentions are during in allocations and mentions. lina, graduating in electrical and mechanical engineering with the class of 1907.

His first employment was in the testing department of the General Electric Company at Schenectady, New York, and later at Pittsfield, Massachusetts. In 1910 he was made sales engineer in the San Francisco office of the firm, which position he occupied until 1912, when he went to Honolulu as sales manager and electrical engineer for Catton, Neil & Co., Ltd. There he remained until 1919, serving for a short period in the United States Army as a first lieutenant during the World War.

In April, 1920, Mr. Heyward came to the Philippines to arrange for the purchase of the machinery business of Erlanger & Galinger and the incorporation of the Catter Newline. Engineering and Machinery ton-Neill Company

Mr. Heyward represents his firm in the Active membership of the American Chamber of Commerce and is also a member the Army and Navy and Manila Golf clubs.

#### A. H. BISHOP

Ancil H. Bishop, general manager of The Cooper Company, was born in Denver, Colo., on March 1, 1891. Shortly after graduating from the Denver schools, he set sail for the Orient, in realization of a boyhood dream, and arrived in Manila in October 1910. Within a few weeks he joined the firm of H. R. Cooper and Company. In 1913 the growth of the company had been such that new capital was taken in, Mr. Bishop being made assistant to the managing partner, H. R. Cooper. He continued in this capacity until 1917,

when Mr. Cooper sold his interests to his partners. The business was then incorporated under its present name and Mr. Bishop



general manager. In 1918, was made when the Alien Property Custodian took over all concerns in which alien property predominated, Mr. Bishop was named receiver for The Cooper Company. Later he bought the business, which is now one of the largest importers of machinery and railway material in the Islands. It also operates a shipyard in Manila, and the interisland motor vessel *Duches*.

Mr. Bishop is an Active member of the American Chamber of Commerce and also belongs to the Rotary, Elks, Polo and Ma-

nila Golf clubs.



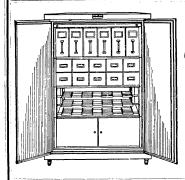
JOHN D. McCORD

John D. McCord was born in Kentucky on July 4, 1880. He attended school in the town of Marion and after graduation went into business. At the outbreak of the Spanish-American war in 1898 he en-listed in the 3d Kentucky Volunteers and saw service in Cuba, where he was discharged the following year. He immediately reenlisted in the Hospital Corps and was sent to the Philippines in 1900. Most of his Philippine service was in Laguna province, with the 8th Infantry. Upon his discharge in 1902, he joined the Quarter-master Corps staff, remaining in that service until 1905.

Mr. McCord then entered civil govern-ment employ with the bureau of Public Works as road and irrigation construction foreman. In 1907 he was made chief inspector of irrigation projects for both the Bureau of Public Works and the Bureau of Lands, continuing in that post until 1912, when he left the government and went into the copra business for himself. been in it ever since.

Besides being an Active member of the American Chamber of Commerce, Mr. Mc-Cord is a member of the Elks Club and the Casino Español. He is also a 32nd

degree Mason.





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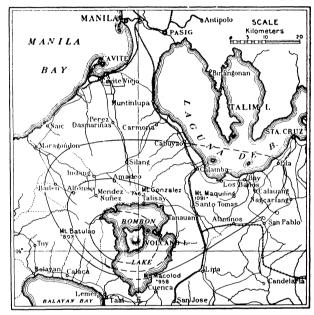
## TAAL—ONE OF THE WORLD'S GREAT VOLCANOES

By NORBERT LYONS

Thirty-nine miles due south of Manila as the crow flies stands Taal volcano, one of the wonder spots of the Philippines and one of the most famous volcanic cones in the world. It is so easy of access from the Philippine capital that it is surprising more people do not visit it. A trip to Taal is decidedly worth the time and expense, and little of either is required. Last month the writer accompanied a party of nine men who spent two days on the trip and the total expense, outside of automobile transportation, was only †87. This includes the hire of a launch from the Philippine Weather Bureau observatory at Ambulang, a barrio on the shores of the lake, for the volcano is situated on an island in the center of Lake Bombon, Batangas province, and the lake must be crossed to reach the crater.

### MAY GO BY AUTO OR RAIL

The automobile route to Taal volcano from Manila is by way of the Manila South road to Calamba, thence through Tanauan to a point about seven kilometers beyond Tanauan and three kilometers from Bañadero, a barrio on the northeast shore of the lake. At this point, the first class road ends and a trail must be followed to Bañadero, whence the trail skirts the lake shore to Ambulang, another kilometer distant to the right. In the rainy season this portion of the trail is partly under water, and unless one doesn't mind wading it would be advisable to employ horses from the point at which the automobile road ends. Tanauan which the automobile road ends. may also be reached by railroad from Ma-nila, the first class fare one way being #3.60. At Tanauan a carretela will go right through to the lake shore in an hour and a half, though it is not advisable to use this method of conveyance in the rainy season. Tanauan can be reached by auto in two hours of comfortable driving from Manila. The whole trip to Ambulang, including the trail stretch, should not take over 3½ hours if an automobile is used. The railroad express time from Manila to Tanauan is two hours and 34 minutes, while ordinary trains make the trip in three hours and a half. Excellent accommodations for spending the night may be found in the Weather Bureau Observatory at Ambulang. The launch trip



Map of the Taal District
Ambulang is about 5 kilometers east of Talisav

to the volcano takes about 35 minutes and after landing there is a climb of perhaps half to three-quarters of an hour before the rim of the crater is reached.

### CONE IS STILL ACTIVE

Taal volcano is situated in the so-called "Circle of Fire" that girds the globe and in which are situated most of the world's famous volcanoes. The island whose center it composes is called Bombon island and is surrounded by Lake Taal or Lake Bombon,

as it is known in the vernacular. The lake itself is almost rectangular in shape and has an area of 320 square kilometers. The island covers 25 square kilometers, while the crater measures 2,300 meters across at its widest section and 1,900 meters at the narrowest. The height of the crater walls varies from 492 to 996 feet above sea level, or about 12 feet less above the lake level.

While the crater at present is quiescent, the only signs of activity being a few small steam vents on the northern wall and an occasional bubbling of gas in the lake which

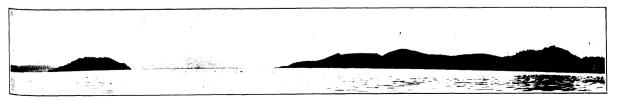


Photo by Denniston, Inc.

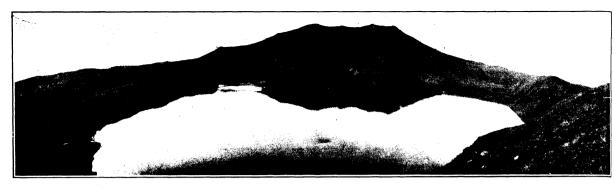


Photo by Denniston, Inc.

worth of damage was wrought. Many Americans in Manila will remember that fateful night. Most of those who were here at that time were awakened out of their sleep by what they at first took for loud thunder. The illusion was heightened when great streaks of lightning were seen to illumine the southern sky. Those who investigated further, however, soon learned the truth.

View of Taal Crater from northern rim.

A huge, fan-shaped cloud of what looked like black smoke rose to a great height, estimated at about a mile. It was crossed and criss-crossed with a brilliant electrical disof the crater, accompanied by a shower of hot mud and sand. Post mortem examination of the victims seemed to show that practically all had died of scalding by hot steam or hot mud, or both. The fact that practically all the vegetation was bent downward, away from the crater, proves that there must have been a very strong blast down the outside slopes of the cone. Very little vegetation was actually burned or even scorched. No evidences of lava could

spread, it created a blast downward that

forced hot steam and gases down the slopes

disturbance as manifested by earthquakes.

ERUPTIONS OF TAAL

covers the crater bottom, Father Miguel Saderra Maso, S. J., Assistant Director of the Philippine Weather Bureau, who made a

detailed study of the volcano after the eruption of 1911, states that "Taal volcano is

to be considered as still in the period of full activity." There need be no fear of a sud-

den eruption on this account, however. Taal

has never erupted without previous warning. Always an eruption is preceded by a period

of exceptional activity and subterranean

In the last 350 years Taal has had 16 eruptions of a more or less violent nature, the most disastrous occurring in 1911. This will be described further on in greater detail. The greatest eruption of all, however, occurred in 1754. It began on May 13 of that year and continued until December 1, or 200 days. In the course of this outbreak the towns of Sala, Lipa, Tanauan and Taal, which were then located on the shore of the lake, were wiped out completely, though the loss of the life was comparatively insignificant. Other towns, such as Balayan, Bauan, Batangas, Rosario, Santo Tomas and San Pablo, suffered great losses. Cinders and stones from this eruption were found in all parts of central Luzon.

The first eruption of which there is any record occurred in 1572, the year the Agustinian friars founded the town of Taal on the shores of Lake Bombon. In 1591 another mild eruption took place, featured by great masses of smoke issuing forth from the crater. From 1605 to 1611 the volcano displayed such great activity that Father Torna de Abreu had a huge cross of anubing wood erected on the brink of the crater. Another eruption occurred in 1707 and a more violent one on September 24, 1716, when the whole southeastern portion of the crater, opposite Mount Macolod, was blown out. Eruptions occurred in 1729, 1731 and 1749, the last being particularly violent. Then came the great 200-day eruption of 1754, described above. Taal now remained quiet for 54 years. Not until March 1808 While this outdid another eruption occur. break was not particularly violent, it wrought great changes in the interior of the crater, according to chroniclers of that time. On July 19, 1874, an eruption of gases and ashes killed all the live stock on the island. In November 1878 ashes ejected by the volcano covered the entire island. Another which a new outlet was formed in the southeastern wall of the principal crater.

### THE 1911 DISASTER

We now come to the great eruption of January 30, 1911, in which about 1,500 people were killed and millions of pesos



Photo by Denniston, Inc.

On Lake Bombon

play, which the people of Manila at first took for lightning. This cloud finally shot up in the air, spread, then dissipated, and this marked the culmination of the eruption, about 2:30 a. m.

On the volcano island, the destruction was complete. Every living thing with the possible exception of a rooster was destroyed. One young woman survived about 24 hours before succumbing to her injuries. It seems that when the black, fan-shaped cloud

be discovered anywhere, nor have geologists been able to trace any visible records of a lava flow having occurred at any time on the volcano. In this respect, Taal volcano is perhaps unique among the large cones of the world. Another peculiarity of the geologic aspects of Taal is the fact that mosulphur has been found on the volcano. The yellow deposits and encrustations noticeable in the crater and its vicinity art iron salts, according to chemical analysis. A

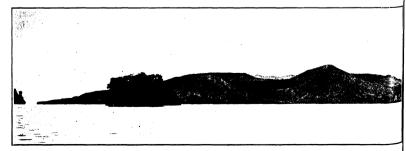


Photo by Denniston, Inc.

Close-up of Volcano Island.



Taal Crater in 1909.

Thoto by N. Lyons

slight smell of sulphur is certainly perceptible at the volcano, but this is said to come from the gases that escape from the crater.

### ISHAND NOW DEVASTED

By some kind dispensation of nature, probably the direction of the wind, the east shore of the lake was spared from the devastating effects of the eruption. The west shore, however, fared badly. A number of villages were destroyed and many



Photo by N. Lyons
Inhabitants of Taal Island before the eruption

casualties occurred. To add to the horrors of the disaster, a tidal wave arose immediately after the explosion and swept away the debris of the volcanic outbreak. This was probably due to the sinking of the island. The official Constabulary report on the disaster lists 1,335 dead and 199 injured, although it is known that more people

perished than the official records show. Cattle to the number of 702 were killed and 543 nipa houses destroyed. The loss to the orange groves of Batangas province adjacent to the lake was enormous. Other crops also suffered from the deposit of ashes that fell to a depth of almost half an inch in places near the shore of the lake. Six hours after the explosion, dust from the crater was noticable in Manila as it settled on furniture and other polished surfaces.

Some idea of the extent of the 1911 eruption may be gained from the fact that the solid matter ejected had a volume of between 70,000,000 and 80,000,000 cubic meters. Ashes fell over an area of 2,000 square kilometers, although the area in which actual destruction took place measured only 230 square kilometers. Beyond this zone the force of the eruption was not great enough to kill men or animals or up-root large trees. On the island many trees had the bark shredded and cut away from the surface by the hot sand and mud blast that accompanied the explosion and contributed so much to the loss of life and destruction of property. The seven barrios that existed on the island previous to the eruption were completely wiped out and no human beings have taken up their abode there since. People from the shores of the lake, however, bring their cattle and horses over to the island in outrigger boats to graze. The detonation from the explosion could be heard in Dagupan, 240 miles away, people in that town having been wakened from their sleep by it.

### CHANGES DUE TO ERUPTION AND SINCE

The Taal eruption of 1911 can hardly be compared with that of Krakatoa, on Sunda island between Java and Sumatra, in 1883, which was probably the most stupendous in history, but it is ranked as one of the great eruptions on record. Compared with the eruption of Mount Pelee, in the French East Indies, in May, 1902, Taal in 1911 devastated a larger area, though it killed fewer people, simply because fewer people lived in its zone of destruction. At St. Vincent, 30,000 people lost their lives in the Mt. Pelee disaster. It should also be remembered that Pelee is 4,200 feet high.

According to scientists, the island on which Taal is situated sank from three to ten feet as a result of the eruption. This claim has been disputed by laymen, but subsequent investigations have established it to be true. One of our illustrations showing submerged trees immediately after the explosion seems to bear out the contention that the island did subside. It has also been found that the southern shore of Lake Taal sank in elevation as a result of the eruption. The course of the Pansipit river, the only outlet of the lake, at its southern shore, was considerably changed.

Great changes have taken place in the crater since the eruption. Before January 30, 1911, the crater had several separate openings in which were lakes of different colors. There was a green lake, a yellow lake, a red lake and some holes filled with hot water from which steam issued. Many places were covered with a shaky crust of volcanic material, full of crevices, which was always hot and on which it was rather dangerous to walk. Immediately after the dangerous to wair. Inineriacity after the explosion, the vari-colored lakes had disappeared and in their place was one large lake, milk-white in color, about ten feet below the level of the big lake surrounding the island. Since then the crater lake has gradually risen until it is on a level with the water in Lake Bombon, thus apparently showing a connection between the two bodies of water. The color of the water has altered from white to green. One large rock, called by some the "devil's house," projects from the surface of the crater lake. Immediately after the eruption, the water in the crater was hot. It has been gradually cooling off since then. Some take this to mean that the crater is becoming extinct, but the preponderance of expert opinion is that the presence of the water in the crater has a tendency to cool off the material below and thus lessen the chances of an explosion; yet all are agreed that the lake can have but little effect on the



Photo by N. Lyons

View of the Crater taken in 1909.

fundamental causes of an eruption. An analysis of the water in Taal volcano made some years ago by R. F. Bacon of the Philippine Bureau of Science revealed only the very faintest trace of radio-activity.

The writer of this article spent six months on the volcano island in 1919, a year and a half before the eruption. On revisiting the island last month, no changes in the general outline could be discerned at a distance. On the island, however, many changes were noted. The vegetation had increased, if anything. Great stretches that were formerly covered with white ashes and cinders



Scene on Taal Island before the 1911 Eruption

Photo by N. Lyons

are now evorgrown with grass of the cogon variety. Many of the serrated ridges and hollows appear to have been filled up with the material thrown out by the cruption. On the whole, the island is a much more attractive and suitable place for human habitation than it was 13 years ago, but it will probably be many years before human beings again take up their abodes there.

### GOING TO THE TOP

The launch trip from the Observatory to the island and back is in itself worth the journey. The thickly wooded and sparsely inhabited shores of the lake form a pleasing and restful panorama on all sides. Two or three small islands, notably Napayong, the largest one outsue of the volcano island

itself, are extremely picturesque and form most welcome adjuncts to the lake scenery. An outstanding feature of the landscape is Mount Macolod, elevation 3,141 feet, on the southeast shore of the lake. Bathing beaches abound on the shores of the lake and on those of the island. Those who like fishing can indulge in their favorite pastime to their heart's content and if they are lucky will be rewarded with some of the most toothsome varieties of fresh water fish to be found anywhere.

The climb to the crest of the volcano from the shore of the island is a rather arduous one and should not be undertaken anyone suffering from shortness of breath, although if taken by easy stages it can be accomplished by a chronic asthmatic. It is short, for one thing, the distance to the crest from the shore not being over a mile and a half or two miles. Once there, however, the reward will be found worth the effort. The trail leads to almost the highest point on the crater's rim. The observer can see over the crater wall on the other side of the huge volcanic cauldron, across the lake to its southern shores and beyond. The brilliant green lake in the center of the crater looks like a jade sheet laid down by a jeweler. Its dead, inert appearance gives no indication of the terrible forces of nature that lie pent up beneath it and may some day again pierce its surface in their mission of death and destruction. It takes a great deal of imagination to picture this apparently lifeless hollow acting in the manner depicted in one of our illustrations, photographed the day after the eruption of 1911.



Shore of the Island after the 1911 Eruption, showing subsidence of shore line,

Photo by N. Lyons

Distances on top of the crater are deceptive. It is over a mile across the crater, yet few would estimate the space as that large. Standing on the rim at some of the highest points, one would think that the edge of the crater lake is only an easy stone's throw distant on a horizontal line. But try to throw a stone into the lake, and you will find that the human eye can not be trusted as an estimator of distances on top of Taal volcano.

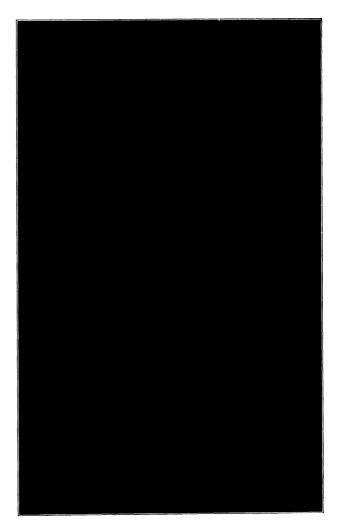
### A GOOD CAMPING GROUND

In the old days before the eruption, Taal island was a favorite scene of camping parties from Manila and nearby provinces. Colonel Hatfield of the Seventh Cavalry, then stationed at Camp McGrath, Batangas, an army post which has since been abandoned, used to camp there frequently in company with some fellow officers and Lee Rogers, who kept a general store in the city of Batangas. Shooting was good then, the island being famou for its wild chickens and boars. There are no boars or other wild animals on the island now, but it would still seem to be an ideal place for camping. The fish are still alive in the lake, and, according to the natives, they still bite. No fear need be entertained as to an eruption. As previously pointed out, Taal always gives ample warning before it has one of its periodical tantrums. Before the 1911 eruption, for example, over 500 earth shocks were registered by the Manila Observatry. Between January 27 and February 6, over 900 shocks were recorded. This is a world's record for seismic activity, according to the scientists. The night of the big eruption a party of scientists and photographers was on the islands and left because of the ominous indications. Had the inhabitans taken due warning, no serious loss of life need have occured. In the big eruption of 1754, when nobody lived on the island and the greatest destruction of property resulted in the towns on the shores of the lake, only 13 people lost their lives. In 1749, when another big eruption took place, only three people were killed.

### GOOD ACCOMODATIONS

The Observatory at Ambulang is a concrete structure erected in 1912. It is equipped with the most modern instruments for seismic observation and prognostica-tion, and the observers would not permit parties to visit the volcano were there the slightest danger of an eruption. Accommodations are on hand there for large parties, but arrangements should be made with the authorities in the Manila Observatory a few days previous to making the trip, so that adequate preparations might be made. The resident observer and his family are extremely accommodating and the lady of the house is only too glad to extend the use of her native kitchen to guests should they desire to do their own cooking. Meals can be secured there, but excursionists often prefer to take along their own commissaries and prepare their own food. There are no facilities for elaborate cooking, merely a native stove, but even an amateur cook can do wonders with the products of some of our big American packing works. Anyhow, who wants fancy chow on an excursion into the wilds of the Philippines?

The launch is a staunch, serviceable little vessel and will accommodate about 20 passengers. Rates of hire are reasonable and vary with the number of people carried. For our party of nine, the charge was only four pesos apiece for the round



THE 1911 ERUPTION
Photograph taken January 30, 1911, from the shore of the lake.

Photo by Bureau of Science

### A Two-Day Trip

It is possibe to make the round trip to Taal from Manila in one day. Leaving the capital at five in the morning, the Observatory may be reached between eight and nine. The excursion to the volcano can be completed before noon and the return trip to Manila undertaken immediately after luncheon so that the party can be back in town by five or six in the evening. This, however, is a strenuous program, and takes much of the joy out of the excursion because of the constant hurry it necessitates. Moreover, it makes no allowance for unforeseen delays. The better plan is to leave Manila after luncheon, reach the Observatory in time for dinner, spend the night at the Observatory and make the run across the lake to the volcano in the morning, taking plenty of time for each stage of the trip.

As for equipment, the more one can do without the better. Old clothes, loose and light, a pair of good walking shoes, a change of underwear, a few toilet articles,

a blanket and a supply of smokes are all the necessities. Smoked glasses may come in handy. Anything more is excess baggage. There is no need for mosquito netting as these pests are not strongly in evidence, and, besides, it takes an engineering genius to place the nets in position over the cots on which one sleeps.

Taal volcano is one of the world's greatest sights. It is within easy traveling distance of Manila and the trip is not expensive. There is absolutely no danger to life or limb involved in the excursion, beyond those that naturally go with any motor, railroad, launch or climbing journey. This article has in an inadequate manner attempted to describe what one can expect to see and to indicate some of the historical and scientific points of interest connected with the volcano. It is hoped that it will result in a larger public interest in the region, particularly on the part of tourists, who often have no adequate notion of the great scenic attractions offered them within easy accessibility of the Philippine capital.

# Philippine Herald Wrongly Accuses Chamber of Urging U.S. Boycott Against Mission

Considerable feeling was aroused on August 4 when the Philippines Herald, a Filipino morning daily published in English, printed what it purported to be an article from its special Washington correspondent accusing the American Chamber of Com-merce of the Philippine Islands of having attempted to exert influence upon commercial bodies in the United States to boycott the Philippine Independence Mission. As there was not a particle of truth in the allegation, the president of this Chamber immediately wrote a categorial denial of the charge, which was printed in the Herald the following morning in the "Letters from the People" column, in small type, while the original story had been flashed on the front page under large headlines. Since then the Herald has not printed a frank denial of the boycott charge, although there is not the slightest bit of evidence that this charge was based on anything but the imagination or misinformation of its Washington correspondent. The Herald's position in the matter may perhaps best be set forth by a chronological reproduction of the offensive article together with editorial comment thereon from the Manila press printed in English, including the Herald.

#### THE OFFENSIVE ARTICLE

The article to which such strong exception is taken reads as follows:

Special Correspondence)

Washington, D. C., June 29, 1922.— If the American Chamber of Commerce at Manila would have had its way, the Philippine Parliamentary Mission would have been entirely ignored in the United States. For prior to the departure of the Mission from Manila, the American Chamber of Commerce sent circular letters to all the chambers of commerce in the United States bitterly criticizing the Mission and strongly recommending that no official reception or any social function be given in its honor

Your correspondent obtained this information from members of several chambers of commerce. In fact, high officials of a chamber of commerce on the Western coast made this avowal to some members of the Mission in ex-plaining why their organization gave a banquet in honor of the Philippine delegation in the name of another or-ganization. They entertained the Mission with sightseeing tours and indivi-dual members gave luncheons and dinners to individual members of the Mission, but they did not want to have it known that it was given by their chamber.

It must be a disappointment, however, to the American Chamber of Commerce at Manila to note how cordially and warmly the Philippine Parliamentary Mission was received by the chambers of commerce of the cities through which the Mission passed. In fact the Mission had to decline the invitation of several chambers and other commercial organizations who seemed to vie with each other in entertaining the Philippine delegation.

In all the cities where the Mission made a brief stop-over, it was always the chamber of commerce of the city who first extended the glad hand of welcome to the visiting Filipinos. Sightseeing cars were always placed by them

### THE PRESIDENT'S DENIAL

THE AMERICAN CHAMBER OF COM-MERCE OF THE PHILIPPINE ISLANDS Manila, August 4, 1922.

the Editor,
The Philippines Herald,
Manila, P. I.

Dear Sir:

Dear Sir:

I hereby brand as absolutely false every charge and assertion against The American Chamber of Commerce of the Philippine Islands contained in the article from your special correspondent, at Washington, D. C., dateć June 29, 1922, published in the second column of this morning's HERALD.

The American Chamber of Commerce of the Philippine Islands stands for and has declared itself in favor of a fixed status for the Philippine Islands under the sovereignity of the United States. We have given our reasons for this declaration in every possible public way. All of our actions on this subject have been published from time to time in our monthly JOURNAL.

For your information, I enclose herewith copy of the only circular on this subject we have sent out for nearly two years. While this circular is dated May 25, 1922, it was not mailed until June 14, 1922, some days after the Mission arrived in the United States.

Very respectfully,

Very respectfully, C. M. COTTERMAN. President

at the disposal of their visitors and a luncheon or a dinner usually followed-

It was indeed very gratifying for the members of the Mission to note this cordiality of the Americans, specially when they were informed of the "boycott" proposed against them. Except in one or two instances, no attention was paid to the circular letter in question, which only goes to show once more that true Americanism as it is in the United States cannot be defiled.

On the same date, August 4, that the above article appeared, the Herald printed the following editorial:

### WE WONDER

We wonder if the attempt of the American Chamber of Commerce here in urging the chambers of commerce in the United States to boycott the Philippine Parliamentary Mission is representative of American opinion in the Philippines toward the people of this country and their government and official representatives.

Knowing many individual Americans in our Philippine community—all of them Christian gentlemen, both Catholic and Protestant, high grade Masons, and eminent Rotarians, and all openly professing allegiance to institutions whose principles preach good will and mutual understanding among men-we find it difficult to believe that such an attitude could be theirs.

But, of course, it is not for us to voice their real sentiment.

We can only wonder, and keep on wondering.

### COMMENT OF AMERICAN PAPERS

President' Cotterman's denial was immediately forthcoming and was sent in duplicate to the other papers. The Manila Times on the afternoon of August 4 said editorially:

### EMPHATICALLY DENIED

That the President of the American Chamber of Commerce, Mr. C. M. Cotterman, could emphatically deny the charges made in the Philippines Herald to the effect that the Chamber sent circulars to chambers of commerce in America "strongly recommending that no official receptions or social functions be given in the Mission's honor." is what the members of the Chamber expected.

The Times does not hesitate to say that if the charges had been true, it would have resigned its membership in the organization, and many other Americans and American firms, no doubt, would have done likewise.

For the American Chamber of Commerce to have asked organizations of business men in America to boycott the Independence Mission would not only have been silly, but the height of business stupidity. It would have weakened rather than strengthened the opposition of the Chamber to the main purpose of the Mission in the eyes of the American people who despise hitting below the The method of boycott does not appeal to them. Americans fight, and like to witness a fight, in the open.
Who makes the charges? The Herald's

article is apparently based on a letter dated June 29 at Washington. Is the Herald justified in making public such serious charges with no better evidence than a letter from a special correspondent?

The Daily Bullet n followed with an editorial in its issue of August 5, which reads:

### MISCHIEVOUS MISREPRESENTATION

The flat denial made by the president of the American Chamber of Commerce yesterday to the Philippine Herald correspondent's charge that that body had urged a boycott of the Philippine mission in the United States should indicate to those who were imposed upon by the article in question that the attack was unwarranted and that its nature smacks of a deliberate desire to convey to the Filipino people an erroneous idea of the attitude of the American business community.

It is very possible that the Herald editor was himself the victim of imposition on the part of his correspondent, and we are ourselves convinced of the fact, but nevertheless the charge was launched under flaring headlines and an impression created that no amount of denial or retraction at this time can quite overcome.

One of the most commonly heard complaints from the leaders of the Filipino people has been that from time to time they and their countrymen were misrepresented to the people of the United States by tongue and pen, yet in the present instance we find what appears to be a direct attempt to misrepresent the Americans here to the Filipino people at large.

The truth about both peoples here; their ideas and their activities; their opinions as to the future of the archipelago, that is something that should be known and which will form a basis for our future. Misrepresentations only stir up hard feelings, and, when the truth is known, is is the guilty party that is certain to suffer the more.

### DENIAL IN NAME ONLY

The following morning, August 6, the Herald came out with the following two editorials:

#### THE GREATEST ENEMY OF IN-DEPENDENCE

In connection with the publication by the Herald of the Philippine Parliamentary mission boycott story, an American gentleman called us up and said that if we did not deny it or retract at this time all the American advertiments in this paper would be withdrawn

We don't know by what authority that threat to boycott this paper was made. We cannot believe that could be the attitude of the American business men in the Philippines. But even if the man did not speak with any authority it is worth while taking note of this little incident because it is a straw that may show which way the wind is blow-

And certainly the sane men of the community who are working hard to bring about harmony and cooperation should know what disturbing elements they have to contend with.

This little incident, also, gives an idea of the greatest danger confronting the cause of Philippine independence. refer to the increasing economic power wielded by elements openly working against the national cause. This economic power-as shown in the incident referred to above—may be used to influence the opinion and policies of the organs of public opinion. In fact, there are indications that some have already began to use their economic power to influence Filipino press opinion.

Will the economic power in the hands of elements antagonistic to Philippine independence ultimately stiffe public opinion as voiced through the Filipino press? This is a question which only the whole Filipino people can answer.

Any attempt to control the organs of public opinion by means of economic power will be a blessing in disguise—for the cause of Philippine nationality. It will show the people in which direc-tion lies their national duty. It will show them that political development is but a shadow unless backed up by increasing economic strength. It will teach them that the substance of power is in economic strength, and that unless they take advantage of economic instruments of control their national cause is doomed to fail.

Are the Filipinos so economically helpless that their organs of opinion must forever be forced to bow to the dictates of economic overlords who are against independence?

This is also a question which only the whole Filipino people can answer.

We are confident that the descendants of the men who years ago gave up their lives in defense of national liberty will know their duty when they realize that the use of economic power to muzzle their press is the greatest danger to the cause of their independence.

#### WE DENY

The Manila Daily Bulletin brands as mischievous misrepresentation the publication of the Herald special Washington correspondence about certain attempt to have the Philippine Parliamentary mission boycotted by the chambers of commerce in the United States.

We beg to differ from our contemporary.

The publication of a bona fide news item is the first duty of any newspaper that is trying to render impartial service

News is news-and whether pleasant or not it should be published.

#### A LECTURE ON NEWS

This left-handed denial apparently did not satisfy the Bulletin, which on August 7 came back with the following telling rejoinder:

#### WHAT IS NEWS?

Anent the publication of an article containing misinformation regarding the attitude of the American Chamber of Commerce of the Philippine Islands toward the independence mission sent to the United States, the Philippines Herald has the following to say editor-

"The publication of a bona fide news item is the first duty of any newspaper that is trying to render impartial service

"News is news-and whether pleasant or not it should be published.

Were the paragraphs quoted to be taken by themselves without reference to the subject under discussion they would constitute a truism, but taking them in conjunction with the context they evade a clean-cut issue.

News, from the journalistic standpoint, is narration of fact, not the dissemination of misinformation.

If the article sent to Manila by the Herald's Washington correspondent was untrue, and we have the word of the president of the chamber of commerce that it was untrue, then it did not constitute news, except perhaps for publication in connection with a statement of the real facts from those who were best in a position to give accurate information.

The point we wish to make and to emphasize, with all due respect to our colleague of the press, is that much of the harm that has been done in this instance and the ill-feeling occasioned by the publication could have been easily avoided had the officials of the chamber of commerce been requested to comment upon the correspondence prior to its publication instead of being forced to issue a denial after the article had appeared in print. That the source from which authentic information could be secured was in this case easily accessible right here in Manila only makes the incident more lamentable.

However, it is of no use to cry over spilt milk, and now that the matter has been set in its true light and proper attention has been drawn to the denial of the chamber's president, it would seem best for us to forget the incident or to remember it only as one of those unfortunate misunderstandings that often arise despite the best of will and intentions.

INSISTS IT WAS LEGITIMATE NEWS

This might have ended the controversy, but not to the satisfaction of the Herald, which retorted the next day with an editorial in which it virtually sticks to is guns and to the false story it printed. The italics are ours. Here is what the Herald had to say on August 8:

THE GREATEST SOURCE OF DIS-

HARMONY

Anent our publication of the news concerning the attempt to have the Philippine Parliamentary mission boycotted by chambers of commerce in the United States, the Manila Daily Bulletin, reminds us that "News, from the journalistic standpoint, is narration of facts, not the dissemination of misin-formation," To which we agree. And it should be added that is exactly why the news was rublished.

The contemporary goes further and gives us a little lesson in verification of the truth of a story, and how to avoid ill-feeling. It says: "The avoid ill-feeling. It says: "The point we wish to make and to emphasize, with all due respect to our col-league of the press, is that much of the harm that has been done in this instance and the ill-feeling occasioned by the publication could have been easily avoided had the officials of the chamber of commerce been requested to comment upon the correspondence prior to its publication instead of being forced to issue a denial after the article had appeared in print. That the source from which authentic information could be secured was in this case easily accessible right here in Manila only makes the incident more lamentable."

That is a wise and sensible advice. It should be followed by all, in order to arrive at the truth and avoid mis-understanding. Indeed, paraphrasing it, we could add that much of the harm that has been done in American-Filipino relations and the ill-feeling occasioned by the published policies of the American Chamber of Commerce could have been easily avoided had its officials taken the trouble to verify what the official Philippine policy of the United States is and has been, and what the real desires of the Filipino people are:

To any close student of Filipino-American relations the following are the outstanding truths which no amount of resolution by local chambers of commerce can ever blur: First, that the Filipino people desire their national independence, so much so that they have in the past been ready to make the last sacrifice for it; second, that the United States has always encouraged that ambition officially, and in 1916 made the solemn promise of granting it as soon as a stable government was established.

It stands to reason that any proposition which disregards these two outstanding truths can not be the basis of harmony. If harmony is desired it must be founded on the truth.

In no spirit of ill-feeling, and with only the best of intentions animating us the prediction should be made that as long as the American Chamber of Commerce prefers to disregard the fundamental truths of the Philippine situation, working with all its power and influence to stifle Filipino aspiration to national independence, and to prevent the United States from fulfilling the promised pledge so long will there be disharmony between that chamber of commerce and the Filipino people, on one hand, and the United States, on the other.

And should the American Chamber of Commerce ever succeed in making America change her policy against the will of the Filipino people, then Amer ican national honor would have a different meaning here.

For the sake of the fair name of America, and of that American high idealism which has been an inspiration to Filipinos who have lived and studied in the United States, may the light of of truth shine over the conscience of the members of the American Chamber of Commerce, and may they through their powerful association become instrumental in ushering into the Philippines the permanent era of good--permanent because based on the

Here the controversy rested until August 18, when the Times, out of a sense of fairness and justice, printed the following leading editorial:

#### FAIR PLAY

Inasmuch as the accusation that the American Chamber of Commerce at-tempted to have the Philippine Mission boycotted by chambers of com-merce in the United States has not been withdrawn even after the President of the American Chamber denied the charge and made public all cir-culars sent by the Chamber to the United States in the last two years, the statement of Senator Pedro Guevara is of interest.

According to an American contemporary "Senator Pedro Guevara and other members of the Mission denied the story carried by a morning newspaper a week or so ago to the effect that the American Chamber of Com-merce of Manila sent circulars to American Chambers of commerce in the United States to boycott the Phil-ippine Independence Mission. 'What ippine Independence Mission. 'What is true is that the American Chamber of Commerce in Manila,' declared Senator Guevara, 'sent communications to the United States vigorously opposing the granting of Philippine independ-ence and the sending of Filipino mis-sions to the United States."

The latter was admitted by President Cotterman; in fact, no secret had ever been made of it. But that the Chamber attempted such an absurd thing as to have the Mission boycotted by commercial bodies in the United States. was untrue.

We wonder, now, whether in the interests of fair play this charge will be withdrawn by the newspaper which

### HERALD KEEPS IT UP

Thus the incident might have been considered closed. To the surprise of the Manila public. however, the Herald on Thursday, August 24, came out with the following headline across the top of its front page:

# LOCAL AMERICAN CHAMBER INSTIGATED CHAMBERS IN AMERICA TO BOYCOTT THE MISSION—VARGAS

In vain, however, did the reader look for justification of this charge in the text of the paper. There was an interview with Mr. Vargas, to be sure but in it he denied having seen anything that would justify the charge. Here is the article:

"Yes, I believe there was a desire to avoid being understood as officially endorsing the Philippine Parliamentary Mission. Thanks, however, to the fair mindedness of the American people it was a failure. We are very grateful for the generous hospitality extended to us wherever we went in the United States."

Such were the statements made by Director Jorge B. Vargas, the secretary of the Philippine Parliamentary Mission, when questioned by a Herald representative as to whether or not the American Chamber of Commerce in Manila really tried to instigate the chambers of commerce in the United States to boycott the Mission during its stay there.

Director Vargas, as secretary of the Mission, was in charge of all the arrangements in connection with the delegation. He is the only man, therefore, who can speak with authority on the question specially as he had direct and exclusive charge of all social func-tions given in honor of the Mission.

"It was Seattle," Secretary Vargas said, "where we got the first intimation of this attitude against us which it was understood was suggested by the American Chamber of Commerce here. I was informed, for instance, that the first dinner in our honor in Seattle was paid for by the chamber of commerce of that city although given in the name of another organization.

"Did you read the circular proposing the boycott?" Mr. Vargas was asked.

"I did not," he replied, "But we were told there was such a circular. and I have no reason to doubt the veracity of the persons who gave us the information.

In the same issue of the Herald appeared the following editorial:

### THE ANSWER

"Why does not our contemporary withdraw the charge made, since it has been proved baseless"? asks the Manila Times, referring to a Herald special correspondence from America concerning efforts in the United States to have the Parliamentary Mission boycotted.

We respectfully refer the contemporary to the statement of Mr. Jorge B. Vargas, secretary of the Parliamentary Mission, published elsewhere in this issue.

### ANALYZING THE "EVIDENCE"

That same afternoon the Times printed the following editorial comment:

### THE "EVIDENCE"

The Philippines Herald, in replying to the Times' question why it does not withdraw its charge that the American Chamber of Commerce sought to have the Philippine Mission boycotted in the

the Philippine Mission boycotted in the United States by commercial bodies. refers us to a statement made by Mr. Vargas, printed in today's Herald. The Times said yesterday that the Herald's charge had been proved to be baseless. The Times sees no reason to change this statement.

The "evidence" brought forward by Mr. Vargas, Secretary of the Mission.

Mr. Vargas, Secretary of the Mission, would not for a moment be entertained by any fair-minded person. Says Mr.

"It was in Seattle where we got the first INTIMATION of this attitude against us which IT WAS UNDER-STOOD was SUGGESTED by the American Chamber of Commerce here. I WAS INFORMED, for instance, that the first dinner in our honor in Seattle was paid for by the chamber of com-merce of that city although given in the name of another organization."

Mr. Vargas was asked by the Herald reporter, who was evidently trying to be fair, whether he had read the cir-

cular of the American Chamber of Commerce which was alleged to have proposed such a boycott. Mr. Vargas answered:

"I DID NOT. But WE WERE TOLD there WAS SUCH A CIR-CULAR, and I have NO REASON TO DOUBT THE VERACITY OF THE PERSONS WHO GAVE US THE INFORMATION."

How the editor of the Herald. who is a lawyer, could for a moment base serious charges on such "evidence" as this passes our understanding.

#### THE LAST WORD

On Friday, August 25 the Herald contained the following edifying editorial:

### PASSING OUR UNDERSTANDING

The Manila Times is surprised to find the Herald believing statements made by members of the Philippine Parliamentary Mission with reference to the published news about a boycott in the United States against the mission, rather than certain denials made locally by men naturally interested in denying the story—the same men, by the way who, in their chamber of commerce, have deliberately refused to believe what is contained in a law of Congress what is contained in a law of congress itself, and other official statements of American policy in the Philippines, and are openly and officially working for the dishonoring of America's pledge to the Filipino people.

How certain people can openly advocate the repudiation of their country's word of honor without compunction of conscience passes our understanding, also.

Thus the incident rests for the present. The reader can draw his own conclucions as to the truth, fairness and ethical value of the *Herald's* charges, also as to what effect it may have on those who are favorably disposed toward Filipino political aspirations.

### SCHEDULE OF MEETINGS

Tuesday, September 5, 4 p. m .: Regular meeting, Board of Directors. Thursday, September 7, 5 p. m.:

Regular meeting, Embroidery Section. Monday, September 11, 1 p. m.: Regular meeting, Builders' Section.

Tuesday, September 12, 1 p. m .: Regular meeting, Hemp Section. Tuesday, September 12, 4 p. m .:

Regular meeting, Board of Directors. Wednesday, September 13, 1 p. m.: Regular semi-monthly meeting, Active

and Associate members. Monday, September 18, 1 p. m.: Regular meeting, Builders' Section.

Tuesday, September 19, 4 p. m .: Regular meeting, Board of Directors.

Monday, September 25, 1 p. m.: Regular meeting, Builders' Section.

Tuesday, September 26, 1 p. m .: Regular meeting, Hemp Section.

Tuesday, September 26, 4 p. m.: Regular meeting, Board of Directors. Wednesday, September, 27, 1 p. m .:

Regular semi-monthly meeting, Active and Associate members.

Monday, October 2, 1 p. m.:
Regular meeting, Builders' Section.
Tuesday, October 3, 4 p. m.:
Regular meeting, Board of Directors. Thursday, October 5, 5 p. m.:

Regular meeting, Embroidery Section.

# Dr. Warren D. Smith Reviews P. I. Mining Industry

The mining industry of the Philippines was reviewed by Dr. Warren D. Smith, chief of the division of mines, Bureau of Science, at the weekly luncheon of the Chamber on Wednesday, August 23. Dr. Smith, who left for the United States on September 3 to reassume his duties as pro-fessor of geology at the University of Oregeon, stated that not enough interest in mining is being shown by the Filipino peo-ple, the men of wealth who, if they would, could invest in mining ventures and thus develop the industry. According to the Secretary of Commerce, he declared, not one per cent of the money invested in Philippine mining comes from Filipinos. also pointed out that Charles Edward Russell's book on the Philippines does not mention a single word about the local mining

According to Dr. Smith, of the thousands of minerals known to science, only 31 are of any industrial importance, and gold is not among these. Of these 31, only half a dozen or so are found in the Philippines, so far as is known. The local industry has only been barely scratched, he stated.

#### EIGHT RECOMMENDATIONS

Dr. Smith made eight suggestions for the rehabilitation of the Philippine mining in-They are as follows: dustry.

1. Abolish the wharfage tax on ores.

2. For the time being, remit the 1-1/2 per cent tax on mineral production as a measure to stimulate the industry. Only one mine can at present afford to pay this tax, the Benguet Consolidated.

3. Lower the internal revenue tax on nonproducing mineral land. Ilocos Norte asbestos property is non-producing at present but has been assessed at #1,000 per hectare, while improved rice land is only valued at

4. Repeal sections 33 and 75 of the mining law (Act of Congress of July 1, 1902). Section 33 prohibits the filing of more than one claim on a lode. Section 75 prohibits persons interested in one mining property from having an interest in another.

5. Extend the recent reciprocity clause of the petroleum act, No. 1,054, to all mineral products. This would encourage Australians and New Zealanders to come in and

develop the metallic deposits.

6. The present status of petroleum exploitation development warrants the reconsideration of the acreage allowance for exclusive geological exploration. Legislation ought to authorize the Secretary of Agriculture and Natural Resources to increase

the number of hectares.

7. Reorganize the National Development Company so that it might lend money and assistance to private companies where properties have been approved by the Bureau of Science, and so that the Board of Directors will include experienced mining men, of whom the chief of the mining division of the Bureau of Science should be one.

8. Grant bonuses or subsidies to domestic projects, such as coal, iron and petro-

leum companies.

### THE THREE BIG QUESTIONS

Dr. Smith also spoke of the fact that recently newspaper stories have emanated from both official and private sources that arom both official and private sources that have harmed the reputation of our mining industry abroad. One of these stories, promulgated by the Federal Bureau of Commerce, stated that immense silver deposits have been found in the Islands. No such deposits actually exist. Another tale told of the wonderful oil possibilities and prospects here, which also are not based on fact. A third story said that platinum had been found in paying quantities. This was also false.

American mining men when looking into a local proposition, Dr. Smith states, always ask three questions: How much have you got? Is labor cheap and plentiful? How about your titles? Usually a truthful about your titles? Usually a truthful answer to these questions does not encourage investment in the Philippines.

### SOME FIELDS FOR RESEARCH WORK

Research, said Dr. Smith, is the sine qua non of progress, and is absolutely necessary if the Philippine mining industry is to pros-The old-fashioned prospector is going cut of fashion and is practically extinct, he added and the scientific ore hunter is taking his place. The latter, however, will not be successful unless he joins forces with the former, he predicted.

As regards gold-seeking, Dr. Smith said

the principal thing to keep in mind is to watch out for the diarite and keep near it-Diarite is a rock similar to granite. rious instruments for locating gold and other precious minerals or substances have been invented, he stated, but none have proved practicable, while many were fakes,

pure and simple.

One of the greatest steps forward in gold mining in recent years, Dr. Smith declared, is the flotation process, which depends upon the ability of bubbles, similar to soap bubbles, to pick up metallic particles, leaving the worthless residue behind. This is almost as revolutionary a process as the cyanide process was some years ago.

Regarding copper in the Philippines, Dr. Smith said nothing can be done with it until the export tax is removed. The largest deposits are at Mancayan in the Mountain Manganese has recently been province. found to have a beneficial effect upon plant growth and there is room for research in this metal locally.

### FROM A VETERAN MINER

Dr. Smith said he had noticed a notable rapprochement between business and science in recent years and expressed the hope that this closer and mutually helpful rela-tionship would keep up. He voiced re-gret at leaving the Islands and hoped that he would come back again in the future. He asked the business community to give his successor, Dr. Elicaño, the same measure of support and cooperation as it has

extended to him.
Dr. D. V. Brian, an American mining engineer of Korea, here on a visit, gave a brief review of the Korean mining industry, which has been in existence some 30 years. Mines has been in existence some 30 years. Mines there have been fairly successful, though the industry, as here, is in its infancy. Talking of mining in general, Dr. Brian, who is a veteran miner, stated that one of the essentials of successful mining is a competent man in charge of operations. He must not only be a "dirt miner," one who has had experience in actually digging for the earth's riches, but he must also have a knowledge of geology, assaying and business. Mining, at the best, is a gamble, he declared, and a man putting his money into it must be prepared to either lose it all or make big profits, ranging from 100 to 1,000 per cent.

### THE OUTLOOK FOR OIL

Dr. Roy C. Dickerson, manager of the Richmond Petroleum Company, a subsidiary of the Standard Oil Company of California, which is making extensive development efforts on the Bondoc peninsula, province of Tayabas, talked briefly on the outlook of the Philippine oil industry. Oil development, he stated, is fully as risky a business as mining development. He described the operations now in progress in Tayabas. One well is now 2,900 feet down. At 2,400 feet it made a very fair showing and it will be sunk to 4,500 feet, if necessary, to give it a thorough test. The first well had to be abandoned at a depth of 1,300 feet on account of a cave-in. A third hole showed some encouragement between 85 and 115 feet down, when gas that smelled like gasoline was encountered. It is doubtful, however, if this is anything more than a small pocket. The idea in oil drilling, he said, is to go down deep enough so as to exhaust all possibilities of overlooking anything of value. Dr. Dickerson stated that the Bureau of Science, particularly the division of mines, had been of great help in the Tayabas development work, and he called upon the Chamber to back up the Bureau to the greatest possible extent.

J. B. Jonsen, editor of the shipping section of the Manila Times, made a plea for the establishment of marine exchange by the Chamber in cooperation with other local

commercial organizations.

### THE BRIDGE BUILDER

(Parkersburg, W. Va., Progress)

An old man, traveling a lone highway, Came at the evening cold and gray, To a chasm deep and wide. The old man crossed in a twilight dim, For the sullen stream held no fear for him, But he turned when he reached the other side.

And builded a bridge to span the tide.

"Old man," cried a fellow pilgrim near, "You are wasting your strength with build-

Your journey will end with the ending day And you never again will pass this way. You have crossed the chasm deep and wide Why build a bridge at eventide?"

And the builder raised his old gray head; "Good friend, on the path I have come, he said,

"There followeth after me today A youth whose feet will pass this way. This stream which as been naught to me, To that fair-haired boy may a pitfall be. He, too, must cross in the twilight dim; Good friend, I am building this bridge for him."

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### American Chamber of Commerce

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and openions to which expression is given

Vol. II

September, 1922

No. 9

### ECONOMIC INDEPENDENCE

A rather puzzling agitation is going on in the native press for the abolition of the trade reciprocity arrangement between the United States and the Philippines by which the Islands receive the benefits of a preferential market as against foreign nations and the United States are the favored nation in Philippine foreign trade. The idea back of the movement is to make the Islands "economically independent," that is release them from the obligation of selling their products to their chief beneficiary.

While the discussion is purely academic, for the reason that it is extremely unlikely that Congress would agree to any arrangement by which the United States does not obtain preferential treatment in its cwn possession, yet it should be made plain to the Filipino citizen that the present arrangement by which he is a preferred customer of the United States is of incalculably more benefit to him than it is to the United States. The protection given Philippine products may not extend to every single commodity, since the United States tariff, which offers this protection, happens not to be elastic enough for this purpose, but it does give Philippine products an advantage over those of other nations. Take, for example, the case of sugar. The two cents a pound, more or less, differential in favor of Philippine sugar as against foreign and Cuban sugars, is the very life of the local sugar industry. Without this differential it is doubtful if it could survive.

Should the reciprocity arrangement be abrogated and the Philippines be compelled to compete with Asiatic and low standard European labor, the standard of living in the Islands would naturally be lowered. Then, instead of leading all Far Eastern peoples, with the exception of the Japanese, in general living standards, education and progress along modern lines, the Filipinos would probably go back and lose the ground they have so rapidly gained in the last 24 years.

If the present arrangement were changed so that all nations trading in the Islands were placed on an equal footing, the adverse effect would be felt both in the United States and in the Philippines, with the difference, however, that while the loss of a portion, or even the whole, of the United States trade with the Philippines would not appreciately affect the economic situation in the United States, its relative value of the total foreign trade being so small, the cutting off of the American market for Philippine products might mean economic disaster for the Islands.

If the Filipinos believe that the reciprocity arrangement is not thorough enough and that a larger number of their products should be protected, that is a matter for Congress to decide in the framing of its tariff bill. The American business community of the Islands always stands ready to cooperate with the Filipinos in attaining any object that is of benefit to business, and the protection of Philippine products is one of these objects.

Senator Quezon, on hearing of the movement against the trade reciprocity plan, came out strongly against the movement. He saw immediately that if the proposed plan were carried out—and he admitted that there was little if any probability of its realization—the Filipinos would be placed at an economic disadvantage, that the sum total effect would be detrimental to his country and his people. That should convince many of his countrymen that the anti-reciprocity plan is not economically sound. However, if there are any Filipinos who still maintain such a stand, the American Chamber of Commerce, through its membership, will be glad to present the case in favor of reciprocity, through facts and figures, so that, it is believed, even the most skeptical individual will be convinced of the inadvisability of abolishing the present economic relationship between the two countries.

In conclusion it might be well to add that "economic independence" is attained only through hard and continuous labor on the part of all elements of the population. Competition in the business and industrial fields is keen today and only those peoples who show the necessary qualities will survive. Americans would like to see the Filipinos assume an increasing influence in business. As times goes on and Filipinos gain experience in business, they doubtless will gradually become the leading factor in their country's trade. But they cannot hope to make any progress along this line by advocating unscund policies based upon political considerations. It is the wrong way to tackle the problem. We believe the best Filipino thought is with us on this proposition.

### THE NEW FINANCIAL PROGRAM

The Philippine government, faced with decreased revenues and an inability to keep expenses down to the income, is contemplating a thorough revision of the insular revenue, basing its proposed reforms on the report of the Finance Commission submitted at the end of last year. To refresh the memories of our readers, we reprint in this issue a resume of this report which appeared in our December number. It is well worth reading because it points out a number of devices for increasing the revenue which will be of vital interest to business men. One of the means proposed is a doubling of the percentage tax. Then there is a general upward revision of the tariff. Other taxes and readjustments would bring about a total increase of about \*P27,000,000 in the annual insular revenue.

As we have previously pointed out, the big fault of the Finance Commission's program is that it is essentially a bureaucratic scheme and not a plan based on business principles. The proper way to meet a situation of this sort is to cut down expenses. It should be remembered that the citizen has suffered from the financial stringency as much as the government and it would seem unfair to him to increase his tax burdens without making a corresponding attempt at the top to effect economies. Had it not been for governmental extravagance in the past, the insular treasury would today be in a much more flourishing condition. The people will now expect the government to make up for its past derelictions by going a considerable distance in the opposite direction. When it comes to taxation, vox populi is no respecter of political parties nor does it make allowances for changes in regime or personnel. Taxes are a matter between the individual and an impersonal entity called the government.

Doubtless the people of the Philippines are not taxed as highly as are those of some other countries in the world, but that does not necessarily mean that they must be taxed higher. If we could get along nicely in the past with a low rate of taxaion, let us try to live up to the record. Under ordinary conditions there would have been no complaint over the insular finances today. They

were extravagantly and foolishly dissipated in abnormal times. But normalcy is just around the corner, if it hasn't already arrived.

We are not so sure but that the Philippine government is overmanned, over-automobiled and over-organized. Reforms along these indicated lines have been suggested and talked about, and if carried out will result in appreciable economies. Then there is the matter of the collection of taxes. Are all the taxes due the government collected, and if not why not?

We are of the opinion that there is no pressing need at the moment for a revised financial program based wholly on an increase in taxes. Efficient administration of the governmental machinery should result in a balancing of expenditures and revenues. It seems to us that it is up to the government to first show that it cannot make both ends meet by the use of ordinary care and economy in the handling of public funds before calling upon the taxpayers to dig down deeper into their pockets.

The matter is one of the great importance to the business community and a study of the Finance Commission's report cannot be recommended too strongly. We understand that the report will be embodied practically as it stands in a bill or bills to be submitted to the next session of the Legislature. The interested business public should be prepared to put up a fight against its most objectionable provisions.

### HITTING BELOW THE BELT

The Philippines Herald recently printed an article from its "special Washington correspondent" alleging that the American Chamber of Commerce of the Philippine Islands conducted a campaign in the United States having as its object the boycotting of the Philippine Independence Mission by American commercial bodies. Despite an unequivocal, categorical denial of the charge by the President of this Chamber and despite the testimony of returned members of the Mission to the effect that no such campaign was conducted, the Herald has not seen fit to retract the charge of its correspondent, to which it gave editorial consideration on the assumption that it was true.

The Herald has been one of the loudest Filipino organs in advocating more harmonious relations between Americans and Filipinos. It has consistly charged American business interests here with preventing the advancement of such relations, although many people have wondered on what logical grounds it could base such charges. However, granted that a closer entente between Americans and Filipinos is desirable, certainly such absolutely baseless accusations as that of the alleged boycott attempt will not operate to bring about a closer inter-relationship between the two peoples. On the contrary, whatever gulf now exists can only be widened and deepened by such untrue statements, particularly when they are not retracted in a manly fashion when proven to be false.

A sense of fair play and justice is one of the outstanding characteristics of the Anglo-Saxon. Hitting below the belt is barred in both his physical and non-physical contests. He expects his opponent to fight in accordance with established rules that are intended to obviate foul tactics and the taking of unfair advantages.

It is realized of course that the best of editors and publicists can, and do, make mistakes of fact or judgment; they would not be human if they didn't. But when they are convinced that such mistakes have been made they should acknowledge the error, out of fairness and justice to those who might have been offended or harmed thereby. To act otherwise may rightfully be classified with those acts that are commonly regarded as constituting "hitting below the belt."

There is nothing to add to Mr. Cotterman's denial of the Herald charge, except that at no time has any such activity on the part of the Chamber as is intimated by the Herald's Washington correspondent been even considered. It would have been a foolish procedure.

Incidentally, in the same issue in which the boycott article appeared, the Herald published a second-hand and inaccurate account of a talk made by ex-Justice Fred C. Fisher before Secretary of the Navy Denby at the American Chamber of Commerce the

previous day, which account caused Attorney Fisher great embarassment because of its misrepresentations.

If the Herald is really desirious of fomenting better relations between its nationals and the American community, let it have a little more regard for truth in the matter it prints; or if it makes a mistake in good faith, let it atone for its error by observing the elementary rules of American newspaper ethics.

### THE SHIPPING STRIKE

For two months now the Philippines have been in the throes of a shipping strike that has tied up interisland transportation and caused serious loss to business in general. The tieup is due to a walkout of the ships' officers, who demand the maintenance of the present scale of wages, while the steamship owners insist on a ten per cent. decrease. At this writing the controversy is in the hands of Governor General Wood, who has been asked to act as mediator. It is possible that by the time this issue is off the press, the strike will have been settled.

Whatever the merits of the controversy, and there seems much to be said on both sides of the argument, this would appear to be an opportune time to bring the whole interisland snipping situation to a head and adjust matters more in line with modern business practices than has been the case in the past. What the interisland business really needs is better and faster ships, lower rates, better service and the elimination of graft. The ships, to be sure, will be difficult to obtain, unless more venturesome capital than could be found in the past can be located; but the rate question could be thrashed out with the steamship owners, as it has a direct bearing on the strike. Also it might be feasible to discuss with the Public Utility Commissioner the possibility of taking steps to improve the service and get after the grafters, who operate to the detriment of honest firms.

The present status of the interisland service, even at its best, is a disgrace to the Islands. This country, more than any country on earth, because of its multi-insular character, needs a good local steamship service connecting up the various portions of the Archipelago. In the 24 years of American occupation no substantial improvement in this respect has been made; in fact eight or ten years ago, when the Rubi and Zafiro were on interisland runs, service was better than it is today. It is hoped that an improved and cheaper interisland steamship service will be one of the benefits that are expected to materialize from the Wood administration.

### DENBY'S VISIT

Secretary of the Navy Edwin Denby paid a short visit to Manila last month in the course of which he took occasion to come to this Chamber and listen to an exposition of the problems confronting the American business men. The Chamber feels highly honored and complimented at the consideration shown to it by the Secretary.

Mr. Denby is a business man and he knows the business man's point of view. Some of the information he obtained at the Chamber was new to him, and we hope that it has opened his eyes to the peculiar problems that Americans doing business in this part of the world are confronted with. Some of these problems and vexations can be remedied by Congress. At least Congress can do much toward making the path of the local business man easier.

As a member of the Cabinet, Secretary Denby can be of much help to Americans abroad by presenting their viewpoints and pointing the way to needed reforms and changes of policy that must originate in Washington. He now knows what is wanted. It is to be hoped that he will allow his sense of justice and his business instincts to guide him in his exposition of our particular needs should the occasion ever arise.

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## Review of Business Conditions For August

#### THE UNITED STATES

With both the coal strike and the railroad strike continuing, prospects for the future in the United States took a decided drop. Nevertheless the stock market continued its upward march, thus indicating a continuance of the optimistic feeling in high financial circles. Settlement of the railroad strike seemed imminent on August 23, but nothing come of the negotations. On August 25, following a conference between President Harding, Attorney General Daugherty and Senator Cummins, chairman of the Interstate Commerce committee, announcement was made that if the anthracite mine owners and miners do not come to an agreement in a few days, the Government would take steps to operate the mines. Such a step would be imperative in order to insure an even limited coal supply for the nation next winter.

That the two big strikes, and other minor ones, have operated to give business a firmer basis, would appear evident from the behaviour of the stock market. The excess stock of goods left over from the war has not as yet entirely disappeared and the enforced curtailment of production caused by the strikes has accelerated the process of liquidation and created greater trade potentialities for the immediate future.

Unemployment, from which the nation suffered accutely, is now practically eliminated, reports from several sections indicating an actual shortage of labor. This, however, is one of the reactions from the strike epidemic and must not be given too much importance. The last two or three months have shown a small but constant advance in prices of commodities of prime necessity, although sugar has had a slight setback from the record levels attained the early part of August,

The tariff has now reached the final conference stage, but it is a question to be seriously debated whether or not its passage at the present time would be politically expedient or opportune. It has many opponents, even in Republican ranks, and it is feared by many G. O. P. leaders that its passage at the present moment would seriously impair the party's chance of success at the polls in November. It is likely, therefore, that the tariff will be held up another two or three months.

# REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS

Manager, International Banking Corporation

The report for the month of July closed on the 26th of that month with banks' selling rates for New York exchange quoted at  $\frac{34}{2}\%$  premium for demand drafts and  $1\frac{1}{2}\%$  premium for telegraphic transfers.

1 ½ % premium for telegraphic transfers. The market remained unchanged and dull at these rates until the afternoon of August 16, when a slightly firmer feeling set in and most banks came into the market as buyers. Rates gradually advanced until the close of this report on August 25, when they were called 2% for demand and 2 % % for cables.

After a long period of dull business, considerable activity developed in the market on the rise.

The rise in the market was practically coincident with the announcement of the customs trade figures for July showing a trade balance of over #5,000.000 against the Islands for the month after practically ten months of favorable balances.

No further sales of bonds for government account have been announced since our last report and the market is still without definite information as to the government's plans regarding the resumption of sales of exchange.

The London cable rate in New York, which was quoted in our last report as having closed at 445 3/8 on July 25, eased off to a low during the month of 444 5/8 on July 31 and then gradually rose with slight fluctuations to a high of 448 % on August 17, when it again eased off and the last rate to hand at the close of this report was 447 ½ on August 24.

Silver, which was quoted at the close of our July report at 35, ready and forward, on July 25, reached a high of 35 3/8 on July 27 and a low of 34 ½ on August 14. The closing quotation was 31 1/8 spot, 35 forward, on August 24.

Sterling cables were quoted locally at 2/2 1/8 on August 25 and banks' buying rate for four months' sight credit bills was 2/2 15/16 at the close. These rates compare with 2/2 1/2 for cables and 2/3 9/16 for 4 m/s bills on July 26.

Telegraphic transfers on other points were quoted nominally at the close on August 25 as follows:—

Paris	615
Madrid	1641/4
Singapore	1071/2
Japan	981/2
Hongkong	119 1/4
Shanghai	62 1/2
India	165
Java	126

### AUGUST SUGAR REVIEW

By Welch, Fairchild & Co., Inc.,

NEW YORK MARKET:

In our last review we reported that the tone of the New York market was firm with a tendency to improve. Sales of Cubas commenced at 3-11/16 cents, c. & f. for prompt shipment, advancing to 3-3/4 cents, c. & f., and finally to 3-7/8 cents, c. & f. Thereafter, a quieter tone evidenced itself in the market due to the demand for refined not being up to expectations. Since then there has been a consistent decline in the market, and latest sales reported are ex-warehouse on the basis of 5.03 cents. As 3-7/8 cents, c. & f.—the point at which the market started to decline—is the equivalent of about 5.5 cents ex-warehouse, it will be noted that while the decline in the market has been gradual, it has also been considerable.

The price of refined, reported at 6.90 cents per pound in our last review, advanced to 7.10 cents, but owing to the poor demand refiners reduced their quotations, the latest quotation being 6.75 cents. An improved demand is looked for during the coming month, leading to an improvement in prices for refined, and also it is hoped, a corresponding improvement in prices for

raws

Philippine sugars were sold, prior to the decline in the New York market, at 5.36 cents, landed terms (=3-3/4 cents, c. & f. for Cubas). An interesting feature con-cerning Philippine sugars is that during the past month sales of Philippine muscovado sugars for shipment have been made in New York for the first time since the slump in the sugar market set in, in 1920. The price at which these low grade sugars were sold was 3-5/8 cents, landed terms, basis 88°.

#### LOCAL MARKET:

Notwithstanding the decline in the New York market, prices for the remaining stocks of our centrifugal and muscovado sugars have been well maintained. These stocks, however, are small, and the reason for the good demand for our Centrifugals may be that they can be absorbed in the local market. Since our last review was written, Centrifugals have been sold at various prices, ranging from #12 per picul to #13 per picul, ex-godown, basis 96°. There have been sales of muscovados on the basis of #8 per picul for No. 1, ex-godown.

### JAPAN MARKET:

There has been practically no demand from Japan for muscovado sugars during the past month, Japanese buyers not feeling inclined to meet the increased prices in the local market.

### JAVAN MARKET:

During the early part of August, the Javan market was active with a tendency to advance, there being a good demand from Europe and also from British India. This demand resulted in prices being maintained even after the decline set in the New York market, but lately a weaker tone has been evident, and latest advices are that there are sellers of Superiors for September/October shipment at Gs. 13-1/8 and for November/December shipment at Gs. 13-3/8 and for Browns for October/November shipment at Gs. 12, all ex-warehouse.

During the month sales of large quan-

tities of new crop Javan sugars were made for April/May shipment at Gs. 13-1/4 for Superiors, Gs. 12 for Browns, and Gs. 11-3/4 for muscovados, all ex-warehouse.

Manila, August 24, 1922.

### COPRA AND ITS PRODUCTS By S. P. WHITE

President, Willits and Patterson, Ltd.

### Manila, August 25, 1922.

The coconut oil market has weakened during the month. American buyers who might have paid 6-7/8 cents, c. i. f. Pacific Coast, early in the month for near positions have withdrawn from the market. Nominal quotations are 7 cents, c. i. f. New York, and 6-3/4 cents, c. i. f. Pacific Coast. Offerings have been reported at 7-1/8 cents, c. i. f. Pacific Coast, for January, 1923, forward. European inquiries at an equivalent of 27-1/2 centavos, ex-tanks. have been withdrawn owing to the unsettled European exchanges and economic conditions. Shipments during the month were about 9,000 tons and present stocks are ap-

proximately 13,000 tons.

Copra at the beginning of the month was selling at around #10.50 per picul for bodega quality, but owing to the weak mar-kets abroad and increased local arrivals, the price has declined to \*10.00 per picul. the price has declined to #10.00 per picul. Manila arrivals, the price has declined to #10.00 per picul. Manila arrivals for the month are estimated at 340,000 piculs. The price in Europe has declined from £25-/-/ to £23-/-/ for Cebu sun-dried, and at the latter price there were,

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at last report, no buyers. American prices for delivery to Pacific Coast have declined

from 4-3,8 cents, to 4 cents.

Copra cake has likewise shown considerable weakness. All producers are apparently sold up. The demand from Europe has fallen off considerably. While the price continues at from #45.00 to #48.00 per ton, ex-bodega, the demand at this price is not

### REAL ESTATE

By P. D. Carman, P. D. Carman Co., Ltd.

	June 21 to	July 21 to
	July 20	Aug. 20
Santa Cruz	<b>*</b> 470,010	<b>#</b> 257,803
Sampaloc	44,864	130,011
San Nicolas	$32,\!587$	5,250
Tondo	170,272	27,916
Malate	26,745	55,348
Binondo	69,000	4,000
Paco	123,800	23,000
Quiapo	10,500	110,075
Ermita	62,000	42,780
Santa Ana	3,391	21,028
Intramuros	7,000	14,000
Pandacan	850	
San Miguel	8,000	1,680

**₱1.029.019 #**692,891

Jan.	 ₹657 <b>,</b> 012
Feb.	 690,826
Mar.	 704,789
Apr.	 694,211
May	 667,869
June	 1,029,019
July	 692,891

There is very little that can be said this month. After what seemed to be an approach toward normal sales last month, the above figures show a drop back to about the average of the previous months of this year.

As indicated when reporting the sales for last month, the jump was mainly due to a single very large sale. While even such a single exceptional sale can be looked upon as a good sign, the fact that it is exceptional robs it of much value when estimating the average trend of the market.

The obvious fact, as shown above, that there is a rather surprising similarity, month after month, in the volume of sales surely indicates that we are at least holding our own which, perhaps, indicates that these figures represent normal conditions at this time and that the monthly activity of a year or more ago was in reality abnormal. The suburban market seems to have shown greater activity than during the two

previous months, due, no doubt, to the better weather conditions prevailing during the

past three weeks.

### THE TEXTILE MARKET

By L. S. Brown Manager, Textile Department Pacific Commercial Company

On July 3 the Government issued its report on the condition of the cotton crop as port on the condition of the cotton crop as of June 25. The condition was placed at 71.2%. This year's yield was estimated at 11,065,000 bales. This report was considered as extremely bullish, as the general opinion thruout the trade was that the report would be between 73 and 74%. The June condition last year was  $69.2\,\%$  and the ten year average 76.9%. The acreage planted to cotton this year is estimated at 34,852,000 as compared with 31,678,000 acres last year.

Cotton has been affected right along by poor weather throughout most of the belt, and from reports coming in it looks as though this year's crop would be somewhat of a disappointment as compared with predictions made earlier in the season. report caused a wave of buying which sent cotton prices up and on the day the report was issued spot cotton reached 23-3/4 cents per pound. This rise in cotton has again unsettled conditions in the textile market. Business is reported as more or less at a standstill, but several mills have withdrawn prices while others quote substantial ad vances. Mills that are still quoting are asking 1/4 cent per yard above prices of June 30 on Grey Sheetings. On Bleached Sheetings, the print cloth market is so unsettled that it is hard to get a very good idea of the average advance. One supplier advises that he thinks that with a firm offer he could sell at prices of June 30, while others are asking advances of 1/4 cent to 1/2 cents per yard.

Recent to 1/2 cents per yard.
Recent cables advise that private estimates predict a crop of from 10,000,000 to 12,000,000 bales and that if the next Government report confirms this, the general opinion is that prices will go higher.

### REVIEW OF THE HEMP MARKET

By H. Forst,

Vice President and General Manager, Macleod & Co., Inc.

Consuming markets during the month ruled quiet but firm, and prices both locally and abroad show a slight gain. Quotations compare as follows:

### July 24, 1922

J-U.	s.	6-1/2c.,	c. i. f.	N. Y.,	or	<b>†</b> °12.25	ppl.
I		6-3/4c.,	"	"	,,	13.00	**
F		7-1/4c.,	,,	,,	,,	14.75	,,
J-U.	K.	£31-10/	,,	London	,,,	10.50	,,
K		30-10/	,,	,,	,,	9.50	,,

### Aug. 21, 1922.

J-U. S. 6-3/4c., I 7c., F 7-3/4c.,	,,	,,	,,	13.50	,,
J-U. K. £32-10/			,,		,,

The local shipping strike-which at this writing still continues-has had a considerable effect on the hemp market, and the result has been four weeks of low receipts, which total for Manila and Cebu 66,747 bales as against 90,000 bales for the month previous.

Shipments have again been heavy, and amount to 95,453 bales. Stocks have in consequence been reduced by approximately 30,000 bales and on August 21 are recorded as 222,496 bales, as against 356,623 bales, on the same date last year.

From the above statistics it will be noted that during the month 54,000 bales were shipped to the United States, whereas the United Kingdom took only 16,000 bales during that period. Japan comes next with 13,000 bales and the Continent of Europe with 7.000 bales

with 7,000 bales.

Beginning September 1, pressing charges will be \$\frac{1}{2}.50\$ per bale instead of \$\frac{1}{2}.00\$ as heretofore. This decision was arrived at by the Manila Chamber of Commerce three months ago, and both buyers and sellers have therefore had plenty of opportunity to discount the difference in pressing charges. This reduction, therefore, has not and will not have any affect on the market and will not have any effect on the market in any shape or manner.

Exchange, both sterling and gold, is once Exchange, both sterling and gold, is once again decidedly in the exporter's favor. The banks' buying rate T/T on London is now quoted at 2/2—3/8, and there are buyers of gold T/T on New York at 2% premium. The indications are that unless the government lends some assistance the gold rate will go still higher.

It is generally believed that as soon as the local strike is settled, receipts will again show a substantial increase and should average around 23,000 bales weekly up to the end of the year. On that basis, the total production of Manila hemp for the year 1922 will be about 1,150,000 bales. present, indications are that while there will not be any sensational rise in values, present prices will be pretty well maintained. After all is said and done, Manila-in comparison with other fibers—is cheap.

### TOBACCO REVIEW

By Louis McCall Walter E. Olsen & Co.

An editorial in Tobacco of June 22 is worthy of notice.

### MAKING MANILAS POPULAR

Some Manila manufacturers, apparently, are much opposed to the use of the "official inspection label." They think that they could get higher prices for their cigars if the "yellow stamp" on the cover of every box did not proclaim the goods to be of Philippine

In taking such a view they appear to be quite shortsighted. For, both the laws of the United States, and of the Philippine Islands, require the factory number, the place of manufacture and a cautionary notice to be affixed to every box. Though the "guarantee stamp" should not be emplaced, the origin of the goods would be plainly shown. The manufacturer who tried to make the dealer or consumer believe that Manilas are "not Manilas" could not practice such deception long or very successfully. If no one else did, salesmen for competing manufacturers soon would expose the fraud.

The manufacturer who seeks to disguise the Philippine origin of his ci-

For Period

			July 24
	1922	1921	to Aug. 21, 1922
	Bales	$\mathbf{Bales}$	Bales
To Atlantic U. S	181.447	67,443	24,443
Pacific U. S	195,865	112,504	29.677
U. K	172,241	107,661	16,240
Continent	59,743	27,314	7.280
Japan	121,077	82,093	12,868
Australia	14,330	15,546	2.175
Elsewhere & Local	26,165	33,231	2,770
Total Shipments			
Jan. 1 to Aug. 21	770,868	445,792	95,453

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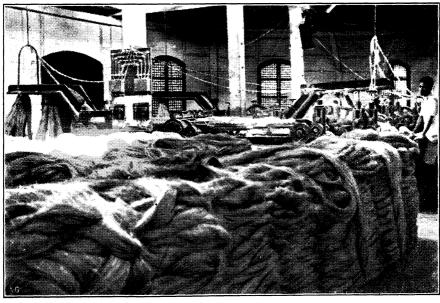
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THEIR EXCELLENCE BREEDS IMITATIONS

DEMAND

RS Allhambra

CATALOG IN COLORS WHEN REQUESTED ON YOUR LETTERHEAD. gars is fooling and hurting himself most of all.

For the trade recognizes the fact that the Manila is "hand made, all long filler." Where once established and honestly protected, Manila brands will hold business and develop sales.

In this connection it might be well to explain the legend "Manufactured in Bond" which so prominently adorns the products of a large percentage of American manufacturers. Neither is it unusual to find the word "HABANA" prominently displayed on cigars whose only claim to Cuban origin is that the seed from which the tobacco is grown traces its lineage back to some remote period when Havana seed was imported into America from Cuba.

some remote periou when mavaile seek was imported into America from Cuba.

It is safe to say that it is not the desire of the reputable Philippine manufacturers to either conceal the origin of their products or mislead the consuming public. In attempting to secure the cancellation of that provision of the law by which the government guarantees Manila cigars, certain manufacturers are prompted solely because they consider this action on the part of the government to be undue interference with legitimate business. The unequitable feature of this guarantee is the refund the Philippine government makes to the American importer in the event the cigars are reported to be "unsound" within forty-five days after arrival at destination. This refund places a premium on the manufacture of unsound merchandise in that it compels the manufacturer of sound cigars to contribute to the fund from which the refund is made.

The honest manufacturer with a well-earned reputation resents the attempt of the government to assume his prerogatives. He resents the association of his products by reason of this guarantee with the inferior low grade products of meagerly equipped factories. Every honest manufacturer has recognized and paid the just claims on damaged merchandise that have been presented to him by his clients, and any additional sum received by those clients from the Philippine government has been in the nature of a bonus paid on unsound cigars.

The guarantee of the Philippine government, as represented in the quality stamp, does not create quality in the cigar carrying this guarantee any more than branding inferior quality hosiery as "finest silk" would affect the real quality of the merchandise. On the other hand, the finest silk merchandise would suffer if it carried the identical quality stamp and guarantee.

occasionally visitors to these Islands comment favorably on the quality of our cigars but it seems to be the general impression that Manila cigars in Manila and Manila cigars in America are not the same cigars. The Philippine delegation to the last American Legion convention will testify that good Manila cigars are still good Manila cigars even after their arrival in America.

The delegates to both the Republic and Democratic national conventions will also testify that next to their votes the Manila cigars donated to the conventions by the various Manila factories were most sought after.

Mr. E. M. Freeman, writing in Tobacco Leaf of July 13, gives the answer: Referring to cigars made in the Phil-

Referring to cigars made in the Philippine Islands, the jobber and retailer will tell you when you show them the highest quality that is made there, that there is no such thing as quality cigars made in the Philippine Islands, that the consumer does not know the difference between a good cigar and a bad cigar or between one grade of Philippine Is-

land cigars and another grade of Philland cigars and another grade of Filipipine Island cigars. Again Mr. Jobber and Mr. Retailer are harboring "ghosts what ain't," because there is a difference between the grades of Philipipine Island cigars, and the consuming public knows which is the better. While some of the names are hard to pronounce, the customers try and memorize many names of brands which they desire and which they cannot get because a large percentage of retailers and jobbers will handle only those goods which they can buy at low prices, failing to give the consumer what he desires and naturally hurting their own interest.

Until such time as some of the large retail selling organizations in America become financially interested in the manufacture of Manila cigars, the present unhealthy condition will continue.

Shipments of large quantities of "A" class cigars continue to go forward; prices, if anything, are weaker.

### THE RICE INDUSTRY By Percy A. Hill

of Muñoz, Nueva Ecija, Director, Rice Producers' Association

Prices for unhulled rice (palay) continue the same in the milling and buying centers, this price appearing to be in ac-cordance with the retail prices of the clean ed product. Freights are still high, though the Agricultural Congress expects to resolute them lower and more in accordance

with proportionate gains.

The planting of the 1922-23 crop is nearly finished in the Luzon Plain, the lack of water so noticeable earlier in the season being remedied by the "collas" of the baguios passing adjacent to the rice region. Lack of seedlings for planting has been reported due to drought and locusts, but the crop loss is not presumed to be as much as is commonly reported. Furthermore, the locust itself does not devastate the flooded rice-fields so much as the corn and cane fields.

Statistics are said to be the "inexact science." This would appear from the latest data at hand from India, which runs

in part as follows:
"All restrictions on the exportation of rice from India have now been removed. These restrictions were imposed a few years ago on account of poor crops in India and the high price of rice and other foodstuffs. However, prospects are good for normal rice crops in India this year. India is the largest rice producing country in the world, the average annual pre-war (1909-1913) crop amounting to 75,584,000,000 lbs. from an average acreage of 75,089,000 acres. The world's production of rice during this period, so far as statistics are available, averaged 110,780,000,000 lbs. anavailable. averaged 11/180/000/000 lbs. annually. It thus appears that India produces 68% of the world's crop of rice. The rice crop of the United States during this period was 681/166,000 lbs. annually.

"The chief importers of India rice are the

United Kingdom, Java, Holland, Germany, Egypt and Arabia. Prominent rice dealers in Calcutta have stated that the removal of export restrictions on rice will result in large shipments to Europe and America, this in all probability enhancing the price

of both Bengal and Burma rice."

It is not known for what purpose the above data were promulgated, nor does it say if Burma is included in the term "Indian rice." Boiled down, it appears that the average 1909-1913 crop was over 33,000,-000 metric tons, which immense amount pro-rated per capita would show a much lower

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consumption than in the Philippines, even without allowing for export. As to America taking any Indian rice, there does not appear to be any possibility, as we cannot dispose of our surplus even to Cuba and the West Indies.

The 1921-1922 Indian crop was lower than the average uoted above, being 32,847,333 metric tons, produced on 29,235,000 hectares, the yield however being 39.69 cavans per hectare, while the Philippine crop, produced on 1,673,381 hectares, yielded only 24.67 cavans per hectare, which is even lower than the crop yield of 1918, a fact that our statisticans have failed to note, their main activity being that of increasing the area reports instead of really increasing the yield.

DR. BENTON TALKS ON UNIVERSITY WORK

Dr. Guy Potter Benton, president of the University of the Philippines and an Associate member of this Chamber, delivered an interesting address on the institution of which he is the head and the tasks confronting him there, at the luncheon of Wednesday. August 16. He laid stress on the real function of education, which is to bring out the latent capabilities of the student to the greatest possible extent, and expressed his belief that higher education in these Islands ought to have as one of its main objects the development of the almost limitless natural resources of the Philippines. With this end in view, he placed particular importance upon the work of the colleges of agriculture, engineering, education and commerce. He also said that there was a pressing need for more physicians, while the increasing number of law students is to be deplored. His own desire is to limit the number of law students in his institution to 100. There are said to be 3,000 law students in Manila at present.

Referring to the duties of a college president, Dr. Benton declared that they are

Referring to the duties of a college president, Dr. Benton declared that they are so difficult and require such a versatility of talent and accomplishment that men qualified for the "job" are difficult to find as is evident from the fact that more than 30 institutions of higher learning in the United tates are looking for presidents. Dr. Benton himself is the third oldest college president in point of service in the country. Besides needing a background of genuine scholarship, he stated, the ideal college president should be a business man, a money-getter, a writer an accomplished after-dinner speaker and a teacher. Few, if any, he declared, can live up to this ideal but they must try if they are to be successful. Dr. Benton was modest as to his own qualifications and said that he prayed every day to be made equal to the task facing him. He also called for the support of the American community in his work.

of the American community in his work. The Filipino student, Dr. Benton said, is alert. industrious and prepared to make great sacrifices in order to acquire an education.

In conclusion, Dr. Benton sounded a warning against the creation of an "ilustrado" class, or "cultured aristocracy," which does not believe in hard work.

According to the Japanese Communications Department, Japanese merchant ships in service at the end of June numbered 819 with a gross tonnage of 2,823,528. This was an increase of four ships and 10,431 tons as compared with the previous month.

# Review of the Finance Commission's Report

(Reproduced from the December Issue of the Journal)

The report of the Finance Commission appointed by the Secretary of Finance to investigate and report upon the revenues of the Philippine government and make suggestions for such changes as may deemed advisable, as authorized by the Philippine Legislature, is of utmost importance to business men in the Philippines. Spanish copies of the report were printed and distributed to the public, but no printed English copies are available. The American Chamber of Commerce, however, has had several typewritten English copies made, most of which are in the hands of committees which are giving the report careful consideration.

The following review of the report summarizes material that would be contained in about 300 printed pages. Those desirous of securing more detailed information on the report may consult the English trans-

the report may consult the English translation at the office of the American Chamber Commerce or write to the Secretary of the Chamber, who will be glad to furnish any available information.

When it is considered that the changes proposed contemplate an increase of about \$\frac{47}{27},000,000\$ in annual revenue, including a two per cent percentage tax on business continuously to yield \$\frac{47}{25}\$ to 0000 more than estimated to yield \$\frac{1}{2}15,00,000 more than the present one per cent tax, and import tariff increases totaling about \$\frac{1}{2}3,700,000, the importance of the report can be ap-

preciated.

The Finance Commision was appointed during the early part of 1920 and only recently completed its labors. Ex-Governor Frank W. Carpenter was chairman, the other members having been Collector of Customs Vicente Aldanese and Collector of Internal Revenue Wenceslao Trinidad.

### PUBLIC OPINION CONSULTED

The report gives a very thorough analysis of the government revenues and then tackles the problem of taxation through the avenue of public opinion. Extended and careful inquiry, it says, shows that public opinion makes the following demands upon the government in the order of their intensity:

1.—Public instruction.
2.—Agricultural advancement.
3.—Security of land titles.
4.—Communications: roads, bridges, telegraph, telephone, postal.
5.—Public hospitals.
6.—Urbanization.
7.—Improved and swifter administration of instice.

justice.

8.—Public buildings.
9.—Beneficial exploitation of natural resources.
10.—Other public services.

### LOW PER CAPITA TAX

As for public instruction, the report points out, it would require an annual expenditure of #68,000,000 to give every child in the Archipelago a suitable education, as against a present annual expenditure of #14,821,074 (1919). To meet all the requirements of public opinion, the report says, would require an increase of at least 100 per cent. in the present rate of taxation, which is #6.04 per capita. The following table, showing the per capita taxation of countries, is taken from the report:

Philippines	₱6.04
Japan	7.42
Costa Rica	9.94
Portugal	16.84
Spain	22.42
Cuba	31.20
Uruguay	33.48
Chili	
Canada	47.06
Australia	
Argentina	
Denmark	
New Zealand	108.86

The United States, the British Empire, France, Belgium, Holland, Russia, Germany and Austria are omitted because of their extraordinary burdens due to the war. report observes:

#### LAND UNDERASSESSED

"Deductions from the foregoing comparative statement are too obvious to require statement, and discussion appears to be unnecessary, except perhaps to those whose ideal is the perpetuation of the Philippines as a political dependency rather than as an independent nation."

The report states that there appears to be a general desire for increased taxation. As to the land tax, it notes that "it is notorious that even now only in exceptional cases is any parcel of real property assessed at its true normal market value, whether the property be urban or rural." A typical example is given of a town in which the

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total real estate appraisal value is #584,180. while 14 residents of the municipality of-fered #3,000,000 worth of property in the same municipality as security for a financial loan.

After making the best available comparisons, the report finds that "not only is the income tax lower in the Philippines than in other countries, but as to the direct tax on capital wealth or property, not only is the personal property in general exempted from direct taxation in the Philippines, and real property is at present notoriously under-assessed for taxation here, but also even the highest Philippine rate of two per cen-tum, which is limited to the city of Baguio, is but a fraction of the usual rates of taxation of property (wealth) in other countries, especially as to lands not actual-ly in productive cultivation or use."

### GENERAL TAX INCREASE URGED

The Finance Commission recommends a general increase in the public revenue from taxation to "the minimum taxpaying capacity in normal times, which is materially greater than the present tax burden," and a more equitable distribution of the revenue with a view to avoiding the present demands upon the central government for

The Commission, first of all, recommends amendment of the Philippine Tariff Act amendment of the Fullphine farili across of 1909 (as amended by the United States Tariff Act of 1913). The estimated increases will total \$\frac{7}{3}\$,393,000. While raising import duties in general, the proposed new tariff provides for a decrease of 50 per cent. in wharfage dues-the new rate being one peso per gross ton of 1,000 kilos. This will give a loss of #300,000 in revenue the first year, but, says the report, the loss "will be compensated fully by increases from other sources with resulting encouragement and stimulation in export trade." Some of the more important proposed import tariff changes are as follows:

### PRINCIPAL TARIFF CHANGES PROPOSED

Artificial Silk: To be considered as silk for the purposes of the tariff. A surcharge will therefore be made in cases where artificial silk is mixed with cotton and where heretofore the surcharge has only been on natural silk mixed with cotton.

Cement: Raised from 16 cents to 25 cents per hundred kilos.

cents per nundred kilos.

Precious and semi-precious stones: Raised from 15 per cent. to 20 per cent. ad valorem.

Coal and Coke: Raised from 25 cents to 50 cents per 1,000 kilos, gross weight.

Crude fuel oils: Specific duty of 25 cents per 100 kilos, changed to 10 per cent. ad valorem, a reduction.

Gold. platinum. and allows thereof: Mi-

Gold, platinum, and alloys thereof: Minimum ad valorem duty raised to 30 per cent. from 25 per cent. Similar change in silver and silver alloys.

Embroidered cotton textiles: Ad valorem duty reduced from 321/2 per cent to 30 per cent.

Plushes, velvets, etc.: Ad valorem rate raised from 10 per cent. to 25 per cent. Tracing cloth and hat labels: 25 per cent. ad valorem duty imposed.

Yarns: Ad valorem duty raised from 15 per cent. to 20 per cent.

Gunny sacks: Duty raised from two cents each to three cents each. Linen: "Rates on linen are raised in or-

der to put them on a more equitable basis with the cotton schedule. Under the present schedules manufacturers of cotton are taxed at higher rates than manufacturers of linen. As linen is the more valuable production it should at least carry the same rate as cotton, especially as the higher rate will be paid by a class of people more able to pay the tax."

Wool noils: Reduced from 15 per cent, to 10 per cent ad valorem.

Spun silks, artificial silk, etc., not twisted: \$1.75 a kilo; the same dyed, \$2 a kilo; silk floss, 40 per cent. ad valorem. Practically all the silks classified here come from China, and there is a small increase in duty over the present tariff.

Silk textiles, in the piece: 45 per cent.

ad valorem.

Other articles in which silk is competent of chief value: 55 per cent. ad valorem.

Silk laces: 60 per cent. ad valorem.
Cigarette paper: New duty 20 per cent.
ad valorem; present duty 15 per cent.
Bovine animals: Raised from \$2 to \$3

each.

Cine films, exposed or developed: 10 per cent. ad valorem.

Automobiles: Trucks, 10 per cent ad valorem; others, 15 per cent ad valorem; parts and accessories, including tires, 20 per cent. ad valorem. "A decrease in the rates for automobiles is recommended for the reason that other taxation of motor vehicles is proposed." This is discussed further on in this article.

Fresh meat: Duty raised from \$1 to \$1.50

per 100 kilos.

Ham, bacon, sausages, etc.: Duty fixed at 10 per cent. ad valorem in place of present ad valorem equivalent of 6 per cent. Eliminates necessity of removing merchandise from cases for examination.

Lard, and imitations thereof: Duty raised

from \$2.50 per 100 kilos to \$3 per 100 kilos. Rice: Unhusked, per 100 kilos, \$1.50; husked, \$2; glutinous, \$2.40; flour, \$2. Until the Governor General puts into effect these duties, the following scale shall rule: unhusked, 80 cents; husked, \$1.20: glutinous, \$1.60; flour, \$2.00. Governor General authorized to suspend all duty on husked rice for consumption in particular localities, by and with the advice and consent of the Philippine Senate.

Onions: At present admitted free; duty

of 50 cents per 100 kilos.

Irish potatoes: At present admitted free;

duty of 25 cents per 100 kilos.

Whisky, rum, gin, brandy, etc.: 75 cents per proof liter; equivalent to ad valorem increase on Scotch whisky of 22 per cent; on other whiskies and brandies of 24 per cent; and on gin of 20 per cent.

Cocktails, liqueurs, cordials, bitters, etc.: One dollar per proof liter, equivalent to 35

per cent. increase ad valorem.

Sparkling wines: 15 per cent. ad valorem increase.

Still wines: Law amended so as to permit ciassification of Spanish wines in the state in which they are usually handled for ex-port from Spain; general increase in duty, as for other liquors.

Eggs: Fresh or preserved, \$1.50 per 100 kilos; present duty is equivalent to 6 per

cent. ad valorem, proposed duty 9 per cent. Hops and Malt: 15 per cent. ad valorem; now free.

### EXCISE TAXES

Cigars: Up to #30 per thousand value, #3 instead of #2; #30 to #60 per thousand, #6 instead of #4 per thousand; #60 to #100, tax of #9 per thousand as against #6; over

\*\*100 per thousand, tax of \*\*12 per thousand. \*\*Cigarettes: \*\*4 or less per thousand, pro-posed tax is \*\*1.60 per thousand, as against \*\*1.20; \*\*4 to \*\*6, tax of \*\*1.80 instead of \*1.60 per thousand; over \*6 per thousand, tax of \*2 per thousand.

Gasoline: Increase amounting to 19 cen-

tavos per five gallon tin is proposed.

Playing cards: Tax increased from 30 cen-

tavos to 50 centavos per pack of 58 cards or less, with one centavo for each additional card.

(To be concluded in the next issue)

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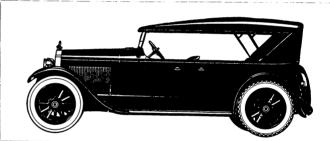
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### CHAMBER NOTES



At last the contract for the remodelling of the upper story of the Chamber building has been let, and—Bill Odom and George Heyward are busy putting the premises into shape to fittingly house the Chamber. The real work will begin when the present occupants of the quarters move out about the beginning of this month. It is expected that the job will be completed in about a month's time. The Chamber will then have quarters that will compare favorably with those of other commercial organizations in the city.

The ground floor, at present occupied by the Chamber, will be for rent as soon as the Chamber moves upstairs. Applications for the rental of the premises are being received now. This is an excellent opportunity to secure roomy quarters, centrally located, right off the Escolta yet in a comparatively quiet neighborhood, at a reasonable rental.

Thanks to the efforts of Walter Robb of the Speakers' committee, we have had another month of excellent Wednesday luncheon addresses by authoritative men in different lines of business and industry. These Wednesday lectures are assuming the nature of a systematic course in Philippine business and economics. The discussions that follow are not the least interesting feature of these occasions. It is to be hoped that Mr. Robb will continue to be successful in securing such able and interesting talent for our Wednesday gatherings.

Much regret is expressed by the patrons of the restaurant over the resignation of Fred Hurst, our genial steward, who left on the first of this month to become assistant manager of Handelsman's at the foot of Santa Cruz bridge. Mr. Hurst has won many friends in the Chamber through his courtesy, geniality and efficiency. It is hoped that Mr. Chillberg, who takes Mr. Hurst's place. will continue the standards established by the outgoing steward. He comes well recommended.

Chess continues to be a popular game in the lounge room. The ranks of the experts have been augmented by the arrival of Major Grove, who is back in Manila after an extended stay in the provinces. Major Grove is considered by many the best player in the Islands.

Active Member Theobald Diehl, one of the charter members of the Chamber. is back again in Manila after an absence of over a year in Europe and the United States. Mr. Diehl says that Manila looks better than any rlace he has been to, and he has been to quite a few. He says business conditions here are better than almost anywhere else in the world.

Associate Member Henry U. Umstad. assistant manager of the local office of Atkins, Kroll and Company, is leaving for Guam. to take change of the firm's branch on that island.

Associate Member Walter Wilgus has left for the United States with his family. Mr. Wilgus was professor of journalism in the University of the Philippines and Manila correspondent for the Chicago Tribune. He also represented the Associated Press at various times during the absence of Mr. Powell, the resident correspondent.

Associate Member Paul A. Gulick who is now in business in Baguio, was in town the latter of the month and a frequent visitor at the Chamber.

Associate Member J. C. Early, of Dumaguete, and Mrs. Early left for the United States by way of Australia.

Active Member Harry D. Kneedler returned to Manila after an absence of several months in the United States. Dr. Kneedler visited his family in California.

Associate Member Murray Cook underwent a minor operation the latter part of August and is recuperating nicely.

Associate Member Charles A. Crytser returned to Manila from Hongkong, where he had gone with his family to see them off to the United States.

Associate Member Caleb D. Hyatt left for the United States for an extended stay.

Associate Member Albert Bryan, businessman and capitalist of Cebu and Iloilo, was in Manila the latter part of last month.

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### WITH THE BOARD OF DIRECTORS

(Résumé of the minutes of meetings held during the month preceding publication of this issue of the Journal)

Tuesday, August 1, 1922.

Present: Directors Cotterman, Elser, Feldstein, Gaches, Green and Pond.

President Cotterman reported that the proposition of turning over the Olongapo naval repair station to the U.S. Shipping Board is regarded as not feasible by Mr. Marias, Manila representative of the Shipping Board, for the reasons that there are not enough American ships calling here to make the venture a paying one, that the work could be done cheaper on the China ccast and that the Shipping Board would probably be discontinued within the next few years.

Application for Associate membership

of B. A. Batterton was approved.

A letter from the Magnolia Dairy Products Company stating that its Active membership was at the disposal of the Chamber, was read. On motion, the firm was dropped from the membership roll, in accordance with the by-laws.

The privileges of the Chamber were accorded to Affiliate Member Walter Robb, as a member of the speakers' committee, and he was authorized to incur such expense as may be approved by the President.

A communication from the Hemp Section recommending the appointment of an Assistant Secretary for the purpose of gathering statistics on insular products, was read and laid on the table pending the presence of Mr. Forst.

Tuesday, August 8, 1922.

Present: Directors Cotterman. Elser, Gaches, Green and Pond.

Bills for the month of July in the amount of #7,129.82, bearing the approval of the Finance and Auditing committee, were on motion approved and ordered paid.

Letters from various Associate members who are delinquent in their dues were read and the Secretary was instructed to advise some of them that their names would be dropped temporarily from the membership rolls but that their requests for reinstatement would be favorably considered upon the payment of back dues.

After a discussion of the Chamber's finances, the Finance and Auditing committee was requested to submit to the Directors a monthly budget.

The proposition of dividing the Chamber into Sections was discussed at some length.

On request from the chairman of the On request from the chairman of the committee were defined and ordered transmitted to the chairman of the committee. The Board informally discussed the locust situation and the best means of

organizing an extermination campaign. Tuesday, August 15, 1922.

Present: Directors Cotterman, Elser, Forst, Gaches and Green.

The transfer of the Active membership of J. Rosenthal to John Northcott was approved.

Applications for Associate membership of E. S. Turner and E. G. Turner were approved.

The reply of the Director of Education to the complaints of unfair competition on the part of the Bureau of Education, made by the Embroidery Section, was re-ferred to the special committee dealing with the question, for comment.

The House committee's appointment of H. H. Chillberg as steward, beginning September 1, was approved. A recommendation

from the House committee that the restaurant and bar be handled by the Secretary's office was not accepted and the House committee was requested to continue with its duties and submit a complete plan for the operation of the restaurant and bar, bearing in mind that the Board of Directors is legally responsible for the funds of the Corporation.

The by-laws of the Hemp Section were

again taken up and the provision requiring a membership of three years in the Chamber was referred back to the Section for re-consideration. The suggestion was also made that the by-laws be made to include provisions for their amendment.

A report from Chairman George Seaver of the Relief committee on the American insane in San Lazaro hospital was read

and appropriate action taken.

The Executive Committee reported Mr. Odom had submitted another bid of #8,900 for remodelling the second floor of the building occupied by the Chamber and that he had made an alternative offer of cost plus ten per cent. An appropriation of #9,000, to be borrowed from the United States Representative Fund, was made for this purpose.

The Secretary was instructed to forward to Mr. Gallaher a copy of a letter received from Mr. Mariag large from Mr. Marias, local representative of the U.S. Shipping Board, in reply to Mr.

Gallaher's letter.

Tuesday, August 22, 1922.

Present: Directors Cotterman, Elser, Feldstein, Gaches, Green and Pond.

Letters from active members in regard

to the handling of cargo on the piers by the Manila Terminal Company were pre-sented to the Board and it was decided to make a report to the Governor General, as

per his request, based on these letters.

The President reported that the contract for remodelling the upper part of the

Chamber building has been let to Mr. Odom for #8,900, the work to be completed within 30 days after the present tenants have vacated. The work will be carried on under the supervision of George H. Hayward, the architect

The question of obtaining commercial information, as proposed by the Hemp Section in its resolution of August 1, was discussed The opinion was that in doing this the Chamber would be duplicating the work of other commercial organizations and business houses and that the best plan would be to cooperate with the other organizations in order to avoid any duplication of effort. Mr. Pond was appointed a committee of one to represent the Chamber and report on a plan at the next meeting

of the Board.

The President's action in categorically denying the charges made by the Philippines Herald that this Chamber had undertaken to have American commercial organizations boycott the Philippine Independence Mission in the United States, was approved.

A letter from Edgar Gengenbach, Assistant General Secretary of the St. Louis Chamber of Commerce, stating that he was in accord with the stand taken by this Chamber and that he would do all he could to keep the American flag flying over the Philippines, was read and ordered filed.

The President stated that the question of entertaining the U. S. destroyer fleet, which is due to arrive soon from the United States, had been brought to his attention and that he had appointed a committee, with J. L. Pierce, as chairman, to report on a program for the entertainment. The report of this committee was presented to the Board and the president was authorized to appoint a special committee to draw up a plan for the entertainment of the fleet when it arrives in September.

It was decided to advertise the rental of the ground floor, in whole or in part.



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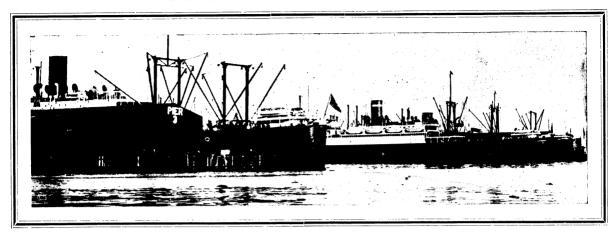
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# SHIPPING NOTES



### HARDING TO PROCLAIM COASTWISE LAW SOON

By A. G. Henderson Special Correspondent of the American Chamber of Commerce Journal

CHICAGO, Aug. 5.—It is now conceded on all sides that the Ship Subsidy Bill will be either shelved by the present Congress, or action on it indefinitely postponed. It started out with lots of friends, but as

debate proceeded, so many side issues were interjected, such as the legality of the U.S. Government being engaged in the sale of liquor on its ships, that the Subsidy part of the bill was lost sight of, until today sees the proposed bill with few and fewer friends.

However, it is thought that if this measure on which the President himself has set his heart, fails to get the necessary support, he will immediately declare by proclamation the coastwise laws as applicable to the Philippine Islands, thereby securing for American ships as such advantage as possible. No action is expected before November.

During the last three weeks there has been great activity in Atlantic coal charters. more than 100 Shipping Board vessels having been chartered to carry this commodity from the United Kingdom. Some two million tons of British coal has been sold to the United States, to help relieve the coal shortage caused by the four months strike in the mining industry.

Freight rates in all trades still continue to be badly demoralized. The average rate from Coast to Coast is now \$10 per ton and from the Pacific Coast to the Orient about \$5 per ton weight. These distressing rates show no signs of improvement, and it may also be said that the ruinous lowering of rates has in no way stimulated tonnage movement.

Indications point to a decided improvement in freight offerings towards the end of the year. Japan and China are at present in the market with many inquiries, a condition which has not obtained for man months past. The constant price reduc tions in steel articles, automobiles and auto mobile tires should go far towards creating a larger export business.



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#### SHIPPING REVIEW

By E. J. BROWN General Agent for the Philippines, Pacific Mail Steamship Company

In the last issue we reported the threatened strike of officers and engineers on interisland steamers unless owners signed a two-year contract with the men and with-drew their proposal of a 20% reduction in wages. The owners attempted to compromise by asking only a 10% reduction, but the officers declined to accept any reduction whatever and at midnight on July 31 went on strike, tying up practically all interisland steamers. The crews accepted the reduction.

The Collector of Customs authorized foreign steamers to carry coastwise cargo during the emergency and several steamers were dispatched to Cebu and Iloilo with rice and other foodstuffs. For a while operators of ocean-going vessels were given cause for worry when the officers endeavored to have the patrons (unlicensed captains) on motorboats, small sailing vesels, and launches icin them in their "fight for the mainten-

ree of the old scale of wages of officers".

s would have tied up the harbor and over transportation; but the patrons declined the invitation to participate. They have no union, and competition for berths is too keen among them.

The officers at first refused all offers of mediation and the situation remained prac-ically unchanged until August 18, when overnor General Wood was asked to act s mediator. One of the interisland ves-els was chartered until December 17 for .ccount of the marine officers, who hope to monstrate that the steamers can be opered with a healthy profit without reduc-

ng wages.
The Governor General on August 21 appointed a committee composed of the Publie Utility Commissioner, the Attorney General, and the Insular Auditor to bring representatives of both parties together. I shipowners have agreed to pay their liers the old scale of wages pending the

sion of the committee, but the men are holding out for long time contracts, ases, pensions, and other demands. They so demand that their officers be reinstatd by the shipowners and the strike break-~ let out.

The strike has been carried on in an orly mannner except for one instance of ence. However, two of the regular insland boats have sailed and the strikers e reported to have threatened to employ drastic measures to prevent the sailing of

The Japanese steamer Ryokai Maru (ex-Oristano) stranded on Pangatanan Cays reef, about 21 miles south of the island of Mindoro, on August 17. The vessel, load-d with Java sugar, was bound from Cheribon to Japan via Cebu. The crew was brought to Manila by the naval salvage tug Wompatuck, which, with the destroyer Whipple, went to the steamer's assistance. An attempt is being made to salvage the cargo but small hope is held out of safely cargo but small hope is held out of safely refloating the vessel itself.

The Empress of Australia, of the Canadian Pacific fleet, arrived at Manila on her maiden trip August 19. The vessel, originally the *Tirpitz*, was built in Germany for the Hamburg-American Line. She was taken over as reparation tonnage by the British government and sold to the Canadian Pacific Railway. The vessel is 588 feet in length, with a beam of 75 feet and a gross tonnage of 21,477.

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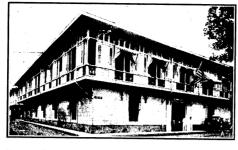
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San Francisco are endeavoring to reorgan-ize the Pacific Westbound Conference in The order to stabilize rates to the Orient. old Conference went out of existence last March. Since then a rate war has prevailed and "going rates" have been quoted on overland cargo, but the tariff on local shipments originating on the Coast has been

generally lived up to.

The Intercoastal Conference, composed of operators of steamers trading between the Pacific and Atlantic Coasts via the Panama Canal, was suspended late in July, resulting in open rates on freight which are in many instances less than half the for-mer figures. The Coast to Coast service of the Pacific Mail Steamship Company has been augmented by the addition of four new freight steamers, the Santa Malta, Santa Clara, Santa Olivia and Santa Paula.

Three of the United States Shipping Board Commissioners from Washington have been visiting Pacific Coast ports to secure first-hand information as to whether they favor the enforcement of section 28 of the American Merchant Marine Act. It was passed in 1920 but has never been put into operation, and its enforcement, in the minds of many shipping men on the Pacific Coast. would not tend to benefit American shipping. (Sec. 28 refers to through pre-ferential rail rates being allowed only when goods are imported or exported in American vessels.)

### WITH THE CHAMBER'S SPECIAL SECTIONS

### HEMP SECTION

A meeting of the Hemp Section was held on Tuesday, August 1, with the following members in attendance:

Macleod and Company and International Harvester Company, represented by H. Forst; Capt. H. L. Heath; Tubbs Cordage Company and Portland Cordage Company, represented by Capt. H. L. Heath; Columbian Rope Company, represented by H. H. Boyle; Hanson and Orth, represented by N. M. Saleeby; Pacific Commercial Company, represented by L. J. Francisco; and A. J. Brazee.

A letter from the Secretary informing the Section of the points raised by the Board of Directors in connection with the proposed by-laws, was read and the matter thoroughly discussed. Objections were raised to the suggestions submitted and the matter was again referred to the Board of Directors.

The following resolution was adopted:

That the Board of Directors of the Chamber be requested to appoint and employ an assistant secretary of the Chamber who has a knowledge of commercial transactions and the benefits to be derived from reliable data by the commercial community, for the purpose of collecting daily data of actual transactions on the market, prices, arrivals, shipments of hemp, copra, maguey, sugar, oil, tobacco, cigars, lumber, rice, etc., and that these data be compiled and delivered not later than 9 a. m. on the succeeding business day.

On August 15 another regular meeting of the Hemp Section was held, attended by the following members: International Harvester Company and

Macleod and Company, represented by H. Forst; H. L. Heath; Portland Cordage Company and Tubbs Cordage Company, represented by H. L. Heath; Pacific Commercial Company, represented by L. J. Francisco: Hanson and Orth represented Francisco; Hanson and Orth, represented by N. M. Saleeby. The matter of reduced charges for baling hemp was brought up and discussed. The question of baling without the use of mats was taken up, and it was decided to test the scheme by pressing up a bale.

### BUILDERS' SECTION

On Monday, August 21, the Builders' Section held a meeting at the rooms of the ccuoil neig a meeting at the rooms of the Chamber. Those present were Chairman C. G. Wrentmore, W. J. Odom, G. H. Hayward, W. M. Butts, A. G. Hillberg and E. F. Hedrick.

The Secretary announced that the meeting had been called for the purpose of pre-senting the report furnished the Chamber by Jose Garrido, superintendent of con-struction and inspection for the City of Manila, at the request of the Builders' Section, which report was presented to the meeting and discussed.

As the report was somewhat lengthy and full of detail, thus requiring considerable study, it was decided, on motion, that the Secretary furnish each member of the Section a copy of the report.

The meeting thereupon adjourned.

### EMBROIDERY SECTION

The regular monthly meeting of the Embroidery Section was held on Thursday, August 3. There were present Chairman J. S. Conrow, R. Geraus, M. W. Lazansky, S. Davis Winship and Mrs. Alice M. Miller

A letter from the Chief Clerk of the United States Patent office in reply to the Chamber's letter requesting information as to whether or not it would be possible to have several embroidery designs registered under one patent, was read. It stated that each design would have to be registered separately at a cost of \$10, \$15 or \$30, for periods of three and one-half, seven \$30, for periods of three and one-half, seven and fourteen years, respectively, and suggested that the matter be taken up with the Office of the Registrar of Copyrights, Library of Congress, Washington, D. C. The Secretary was instructed to act in accordance with this suggestion.

An informal discussion of the embroidery business in general followed, and the meeting adjourned at 6:35 p. m.

### RECENT INCORPORATIONS

### FOREIGN

August 6, 1922.

THE VEGETABLE OIL CORPORATION, Delaware, U. S. A.; Philippine office, Manila; capital stock #10,000,000, subscribed and paid up #2,998,000; Agent in the Philippines: Franklin W. Wakefield.

### DOMESTIC

July 18, 1922

MAGDALO TEMPLE ASSOCIATION

Kawit, Cavite.

To erect a Masonic building in Kawit; capital stock #30,000, subscribed #6,000, paid up #3,090; Directors: Emilio Agui-naldo, Mariano Manalo, Pedro B. Lagda (treasurer), M. S. Mata, Hammon N. Buck.

> July 21, 1922 LA NUEVA ERA, INC.

To publish various papers in English, Spanish and Tagalog; capital stock #50,000,



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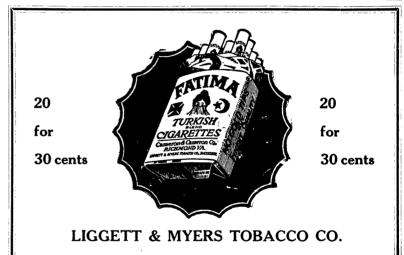
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subscribed #10,000, paid up #2,500; Directors: Augusto J. D. Cortes, Eugenio Blanco (treasurer), Juan Sumulong, Pedro Gil, Geronimo Santiago, Jose Valera Calderon.

> July 28, 1922 PHILIPPINE BROKERAGE COMPANY Manila.

Customs brokerage and transportation; capital stock \$50,000, subscribed \$15,200, paid up #5,200; Directors: J. L. Pierce, C. E. Haygood, Chas. G. Saill (treasurer), Hilton Carson, Henry Chandlér.

> July 26, 1922 ALIMODIAN INSTITUTE Alimodian, Iloilo.

To establish educational courses and grant degrees and diplomas; capital stock #4,000, subscribed #800, paid up #200; Directors: Gregorio Alvior, Maximo A. Alongaza (treasurer), Apolonio Loredo, Paulino Altura, Gelacio Allones.

> July 29, 1922 SAN JUAN PLANTATION COMPANY Manila.

Capital stock #200,000, subscribed #40,-000, paid up #10,000; Directors: Francisca Trinidad (treasurer), Cenon Trinidad, Teresita Arellano, L. Lopez, M. D. Santos.

August 8, 1922

PHILIPPINE MOTOR ALCOHOL COMPANY Manila.

Capital stock #500,000, subscribed #100,-000, paid up #25,000; Directors: Carlos Palanca, C. M. Hudson, A. B. Powell (treasurer), G. H. Tilbury, Francisco Gonzales, Jose Ongchanco, Alfred Misener.

> August 9, 1922 PANCITERIA ASIA Manila.

Restaurant, etc.; capital stock #15,000, subscribed and paid up #8,600; Directors: Chan Quan Pang, Tan Ah Chen, Ah Sing (treasurer), Y. S. Kuy, Yam Tung Fei, Yee Hong, Chan Cue, Charles C. Akana, Chang Ah Suy.

August 11, 1922.

DIZON AND COMPANY, INCORPORATED, Manila; general merchandising, import and export; capital stock #1,000,000, subscribed #265,000, paid up #85,350; Directors: Celestino M. Dizon (treasurer), Jose P. Hensen, Zoilo Galang, Nasario Naguiat, Paula Madlambayan, Hilarion Cruz, Eutiquio Feliciano, Leandro Panlillo, Bonifacio Lumanlan, Dolores Lumanlan, Juan Almario.

August 17, 1922.

CEBU MUTUAL BUILDING AND LOAN AS-SOCIATION, Cebu; capital stock \$1,000,000, subscribed #27,000, paid up #6,750; Directors: Arlington Pond, R. R. Landon, J. Clayton Nichols (treasurer), Manuel Go Tianuy, D. G. McVean.

August 24, 1922.

PHILIPPINE FOOD COMPANY, Manila; capital stock \$\mathbb{P}50,000\$, subscribed \$\mathbb{P}10,250\$, paid up \$\frac{1}{2},750; Directors: J. W. Craig (treasurer), James Ross, Ewald E. Selph, Joseph F. Remedios, Archibald O. Gutierres.

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# Expert Sees Great Future For P. I. Coconut Oil Industry

A brilliant future for the Philippine coconut oil industry, despite the pessimistic attitude often manifested by local people, was forecast by E. D. Gothwaite, technical expert of the Philippine National Bank, at the regular weekly luncheon of the American Chamber of Commerce on Wednesday, August 9. Mr. Gothwaite backed up his prediction by facts and figures. Dr. P. L. Sherman. E. A. Seidenspinner, Edwin Burke, William Derham, A. G. Hillberg and Capt. H. L. Heath took part in the discussion which followed Mr. Gothwaite's talk and presented various phases of the industry. Butter manufactured from coconut oil by the Philippine Manufacturing Company was served at the luncheon and could not be distinguished from the real article by the members and their guests.

### EARLY DAYS OF INDUSTRY

Mr. Gothwaite stated that the manufacture of coconut oil in small quantities was carried on by the natives of these Islands from time immemorial. They used a primitive type of press in which the oil was squeezed out by means of wedges. Coconut oil was used for food purposes, soap making and anointing the body. The extraction, of course, was very low. About 1750 the cap-tain of a sailing vessel brought some coconuts to France as ballast. An enterprising olive oil manufacturer extracted oil from the nuts. The industry, however, did not attain large proportions until later in the century when the king of France desired to secure an edible fat to take the place of butter. He offered a prize for an artificial substitute and this led to the invention of oleomargarine, a compound of coconut oil, peanut oil and lard. Early in the 19th century the Dutch and Germans developed the industry with great efficiency, the development of extracting machinery taking place simultaneously. The hydraulic and Anglo-American presses were evolved and were used in the United States. In 1902 the Anderson expeller, which operates on the principle of a sausage-grinding machine, was first introduced in the Philippines.

In Germany and other European countries the Solvay process, which employs two pressings, is generally used. In the United States, the cottonseed oil industry was a large factor in developing coconut oil extraction.

### PRODUCTION STILL LARGE

Before the war, only a few mills were in operation in the Philippines. During the war the local coconut oil industry took a tremendous bound and mills were constructed by the dozen. The bubble burst when prices came down with the cessation of hostilities, but the shutdown is not as general as is believed by many, according to Mr. Gothwaite. Figures since 1920, he said, show that at no time did the shutdown go to the extent that less than ten times the oil manufactured before the war was produced. In the past two years, statistics demonstrate, the industry has been on the upgrade and has now almost reached production figures of the second highest war Up to 1919, about 95 per cent of the local oil went to the United States. Then there was a period during which Europe took an increased proportion of the local oil, but now again the United States takes nearly all of the Philippine product. This years production, Mr. Gothwaite declared, may reach 100,000 tons—and this cannot by any means be considered an "infant" industry.

### PHILIPPINE ADVANTAGES

Turning to the oil mills themselves, Mr. Gothwaite characterized their position as "economically sound." There are several advantages in favor of the local mills. In the first place, they are in close proximity to the copra market and obtain their raw material to much greater advantage than mills 10,000 miles away. Besides, working or operating costs are considerably lower here than in the United States or Europe. with the exception of power, which is inordinately high, costing about double what it costs in the United States and about two and a half times as much as in Europe. For this situation there must be a remedy, Mr. Gothwaite asserted. Labor costs here are lower than elsewhere, even when considered from a unit cost basis. Overhead expenses are considerably lower. Also, the average quality of the oil produced here is better than that of the oil made in the United States. The average time that clapses between the manufacture of copra and its crushing is 10 days in the Philippines. In the United States it is about 90 days, 30 to 50 days being occupied in transportation alone. Then the copra passes through several hands before it reaches the mill. This delay sometimes dries out the copra too fast and often causes it to get wet, with the result that the Philippine-made oil contains only 3 per cent. of fatty acids as against 6 per cent. for United States-made oil. As the average refining loss is double the percentage of fatty acids, it follows that the local manufacturer has a distinct advantage over the manufacturer in the home-It would also seem that it is not profitable to send copra to the United States. All the big factors are in favor of the Philippine mills, Mr. Gothwaite

### SOME LOCAL DISADVANTAGES

On the other hand, there are some disadvantages that the local industry labors under. First of all, there is the freight rate, which must be added to the cost. Then there is the loss in transit, through seepage in tanks and sometimes through contamination caused by tanks that are not properly cleaned. There are also cases of improper handling by the ships' officers. Another adverse factor for the local industry is the great distance from the selling market, and still another is the lack of adequate sales facilities. Local oil is sold mostly through brokers, and the broker is essentially a middle man; he is more interested in selling the oil at any price than in maintaining the market at a reasonable level. The high replacement cost of machinery here is also to be considered, as are the handling charges both here and in the United States. The local market for manufactured goods is small. If it were larger it would form a stabilizing factor. An encouraging sign is the increasing demand in the Islands for coconut oil products such as lard and butter. On the whole, however, the favorable factors overbalance the unfavorable ones, the speaker stated, and some of these unfavorable factors can be overcome, being only temporary, while the favorable factors are permanent and will always operate.

WORKING CAPITAL IS BIG FACTOR

"What is the matter with the coconut industry in the Philippines, then?" is the natural question that follows, declared Mr. Gothwaite. The answer is found in the fact that many of the mills were constructed at war time prices and often at the insistence of men who knew but little about the business. Factories were put up in haste to turn out oil, without a thought to the future. Hence they are not economically constructed and cannot be made to pay. The owners of some of these mills may put more money into them, but it will do no good. Such mills must be scrapped, the sooner the better. However, a number of the mills are correctly designed and will get along.

The big factor in the coconut oil industry is working capital, said Mr. Gothwaite. The average turnover takes about three months. An eight-expeller, eight-press mill will produce from 50 to 75 tons of oil a day and will require a working capital of #1,500,000, an amount about equal to the cost of construction of the mill. A mill larger than that may be operated more economically, but requires an enormously increased working capital. The mills in the Islands are staggering under a heavy debt, but they are pulling out slowly. In the opinion of Mr. Gothwaite, it will take hard work and the very best of salesmanship to finally rehabilitate them.

### Some Problems To Be Met

Some of the problems that have to be met and worked out before the industry can hope to reach a permanently prosperous basis were then discussed by the speaker. One of the principal necessities is a better method of purchasing and handling copra. At present the ethics of the business are on a very low basis. Deception is common and buyers must be constantly on a sharp look-out for attempts to deceive. Then, there must be better methods of drying copra and its transportation to the mills. In the opinion of Mr. Gothwaite, all copra should be dried in the sun. The gain in content and quality would more than offset the ease of producing a lower grade. Trans-portation facilities to the United States markets should also be improved and rates should be adjusted so as to enable transshipment to the Chicago and New manufacturing centers by way of the West Coast. Chicago is the largest coconut oil manufacturing center in the United States and New York comes next. The rate by steamer to New York is #10 a ton and to San Francisco #6, while the overland rail rate from San Francisco to New York is 85 to 90 cents, gold, per 100 lbs. A lower-ing of the railroad rate would enable faster shipments.

### U. S. A VIRGIN FIELD

Mr. Gothwaite advocated greater sales facilities and more advertising of coconut oil and its uses. The annual consumption of coconut oil in the United States is from 225,000,000 to 250.000,000 lbs. Its uses are growing and judicious advertising might still further increase these uses. Now most of the oil is utilized in soap and margarine manufacture. The speaker cited the case of England, where the use of oleomargarine in place of butter went up by leaps and bounds after the war, when the people discovered that the product was in every way equal, if not superior, to butter. It has been found, however, that if coconut

oil is used in compound lard in a greater proportion than 10 per cent, it causes a frothing that makes its use impracticable. It cannot replace cottonseed oil in this product, but it has a very big field in the manufacture of artificial butter or oleomargarine. The people of the United States are becoming acquainted with the use of butter substitutes and the country is a virgin field for this form of coconut oil product.

Mr. Gothwaite concluded his address with

a few words of encouragement for the local coconut oil producers. The mills are not occount oil producers. The mills are not operating to capacity, he said, and their profits are small, but they have passed the worst period of their existence and the industry is decidedly on the upgrade. There is very reason, therefore, to be optimistic about its future.

Dr. Sherman called upon the Chamber and those interested in the coconut oil industry to make a fight for better copra in the Philippines. This, he claimed, is the whole crux of the problem. The maximum yield has not been reached yet, he asserted, and if we do not see to it that the maximum efficiency is obtained, someone else will. advocated closer cooperation He also between the grower and the manufacturer. Better copra means better oil and better meal, he concluded.

Mr. Seidenspinner, vice president of Willits and Peterson, Ltd., spoke in favor of extending financial aid to those engaged in fighting the dairy interests and pushing forward coconut oil products in the United States.

Mr. Derham declared that the butter served at the table during the luncheon was a better article than that produced in the United States in the early days of the industry and expressed optimism as regards the future of this branch of the local industry.

The part that the by-products, especially meal or copra cake, play in the economic aspects of the industry was taken up by Mr. Hillberg, who referred to the ready market for these by-products in Europe and the United States as against a comparatively limited market here. He wondered whether the American manufacturer did not have an advantage because of his closeness to the by-product market. Mr. Gothwaite and Mr. Burke pointed out that Europe usually offers a good market for the copra meal, quantities of which are sold there at better prices sometimes than those that prevail in the United States. It was also asserted that the meal makes an excellent cattle food and could be used to advantage locally in greater quantities. Mr. Burke said a few words on the manufacture of artificial butter and lard substitutes which are finding a ready and growing market here. Captain H. L. Heath spoke of his experience in the copra business, pointing out that the manufacturer often places obstacles in the way of the copra merchant. He also referred to the shady practices of some dealers, making it difficult for American dealers to compete.

At the conclusion of the discussion, President Cotterman announced that the regular semi-monthly meeting was in order and called upon members present to submit any matters they wanted taken up. There responses, the meeting was being no adjourned.

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### STATISTICAL REVIEW

CONSOLIDATED BANK REPORTS, JULY TO AUGUST, 1922 BY BEN F. WRIGHT, Special Bank Examiner

		Week ending V July 29.	Week ending Aug. 5.	Week ending Aug. 12.	Week ending Aug. 19.
1.	Loans, discounts and overdrafts	<b>*177,631,223</b>	<b>*177,345,656</b>	₱183,856,025	
2.	Investments	26,229,422	26,244,634	26,935,267	26,884,688
3.	Due from banks, agencies and branches in Phillip-				
	pine Islands	45,486,185	43,162,753		39,045,014
4.	Due from head office	4.810.957	4,493,386	4,381.298	4,350,659
5.	Due from other banks	6,972,729	10,801,507	11,753,830	9,446,356
6.	Cash on hand:				
	(a) Treasury certificates	11.324,899	10,683,038	10,539,298	11,664,282
	(b) Other cash available for reserve	177.658	165,651	179,929	160.188
	(c) Bank notes	848,693	1,220,677	1,479,621	1,608,535
	(d) Other cash	871,209	735,816	586,278	467,210
	Total	13,222,459	12,805,182	12,785,126	13,900,215
7.	Resources, (not a total of above items)	286,040,436	286,655,407	287,471,138	289,408,616
8.	Demand deposits	61,955,108	61,964,378	61,369,555	62,071,433
9.	Time denosits	57,082,348	57.156,622	57,382,270	57,594,943
10.	Due to head office				
11.	Due to banks, agencies and branches in the Phil-	46,727,518	47,271,895		
	ippine Islands	3,791,255	6,751,148	09'92,854	4,108,394
12.	Due to other banks	10,188,335	6.892,399	7,447,115	
13.	Exchange bought since last report-spot	3,730,732	3,158,213		3,299,277
14.	Exchange sold since last report-spot	5.433,046	5,085,229		
15.	Exchange bought since last report-future	5,131,684	3,391,047	2,831,677	
16.	Exchange sold since last report-future	2,296,339	1,660,006		
17.	Debits to individual accounts since last report	22,828.506			
18.	Net circulation	41,148,851	41,245,742	41,298,012	41,304,765
	*				

### PORT STATISTICS ENTERED

<b>D</b>			July	у			June. 1922			Monthly average for 12 months previous to July, 1922		
Ports	Ve 1922	essels 1921	Net 1922	tonnage 1921	Cargo discharged	Vessels	Net tonnage	Cargo discharged	Vessels	Net tonnage		
	1:7:22	1021										
Manila	. 57	55	210,193	180,903	69,508	67	237,410	100,683	60.07	204,555		
Iloilo		3	2,572	6,961		3 5	16,115	7,666	3.86	11,209		
Cebu		2	18,224	5,574	7,479		4,497	2,397	3.17	8,833		
Zamboanga		2	3.676	7.248	178	3 2	7.596	131	2.00	6,186		
Jolo		3	1.382	1,971	106	3	1,180	22	2.32	1,589		
Balabac			46		9	)			.42	3		
Total	. 72	65	236,093	202,657	183,773	79	266,788	110,899	71.84	232,375		

Ports	July					Monthly avera for 12 month June, 1922 previous to Ju 1922				
10115	V	essels	Net	tonnage	Cargo laden	Vessels	Net tonnage	Cargo laden	Vessels	Net tonnage
	1922	1921	1922	1921						
Manila	. 53	55	192.788	171,485	31.710		191,829	32,500	53.58	183,918
Iloilo	. 3	8	6,283	32,347	32,347	15	47,264	60,625	8.44	27,235
Cebu	. 8	5	36.792	18,173	18,173	9	35,236	13,718	5.83	18,879
Zamboanga		2	9.191	3.595	3,595	1	4,260	1,228	1.74	5.160
Jolo		2	1.382	1,245	1.265	3	1,382	153	2.33	1,354
Balabac		1	46	46	6				.33	2

CLEARED

226,891 226.851 82 279.971 108,224 72.25 236.548 Total ... 71 73 246,482 Figures for Cebu have been corrected to include the supplementary report for May, 1922.

### VALUE OF IMPORTS

Ports	Jul 1922		ly 1921		June, 1922		Monthly average for 12 months previous to July, 1922	
	Value	%	Value	%	Value	%	Value	%
Manila	<b>#</b> 15,782,668	93.6	<b>P</b> 19,779,521	77.0	P10,940,436	92.5	₱12,492,907	90.3
Iloilo	296,902	1.7	5,194,268	20.2	449,740	3.8	716,077	5.2
Cebu	681,318	4.0	570,356	$^{2.2}$	317,677	$^{2.7}$	460,475	3.3
Zamboanga	66,665			0.4		0.5		0.7
Jolo	43,935	0.3	59,196	0.2			64,578	0.5
Balabac			6,293		223		2,050	
Total	<b>1*</b> 16,871,488	100.0	₱25,725,372	100.0	P11,833,484	100.0	₱13,835,896	100.0
	VALI	JE OI	EXPORTS					
Manila	₽7,704,411	64.2	P10,101,407	60.1	<b>#</b> 6,860,342	40.0	₱9.817,666	62.4
Iloilo		23.0	5.571.831	33.1	6,708,356	39.1	3,273,819	20.8
Cebu	1,428,759		932,929	5.5	3,343,533	19.5	2,386,659	15.2
Zamboanga				0.9	194,435	1.1	198,330	1.2
Jolo		0.4	62,084	0.4	45,461	0.3	68,732	0.4
7. 1. 1	. ,		0.20				1.000	

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### CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant, Treasury Bureau

Pesos, subsidiary and minor coins Treasury certificates		May 31, 1922 20,915,831.61 37,389,791.60	June 30, 1922 P 20,717,819,03 1 37,619,900,00	July 31, 1922 20,476,746.41 35 297,007.00
Bank notes: Bank of the Philippine Islands Philippine National Bank	8,998,102.50 32,886,339.45	$\substack{8.998,102.50\\32,393,732.20}$	$\substack{8,982.872.50\\32,393,732.20}$	8,984,037.50 32 393,512.70
Total circulation	₱100,635,841.17 ₱	99,697,457.91	P 99,714,323,73 1	* 97.151,303.61

### TRADE STATISTICS

PRINCIPAL IMPORTS

Articles	1922		uly 1921		June. 1922		Monthly average for 12 months previous to July, 1922	
_	Value	%	Value	%	Value	%	Value	%
Iron & Steel, including mach-			_					
inery	₱ 1.784,510	10.6	₱ 7,836,207	30.9			<b>P</b> 1,959,094	
Cotton Cloths	3,549,597	21.0	1,696,775	6,6	2,120,136	18.0	2,343,092	
Other Cotton goods	1,250,505	7.5	1,017,187	4.0	1,088,656	9.5	935,362	6.8
Gasoline	345,794	2.0	348,329	1.4	655,506	5.5	684,122	4.9
Wheat flour	519,245	3.1	753,317	$^{2.9}$	463,828	3,9	542,904	3.9
Iluminating oil	514,896	3.0	1,347,355	5.2	186,805	1.5	513,377	3.7
Meat products	575,942	3.4	865,912	3.4	350,863	3.0	436,613	3.2
Coal	815,507	4.8	834,881	3.2	561,253	4.7	410,145	3.0
Dairy products	473,922	2.8	392,091	1.5	145,591	1.2	384,280	2.8
Paper and Manufactures of	403,287	2.4	513,913	2.0	313,607	2.6	321,545	$^{2.3}$
Lubricating and other oils	210,928	1.3	803,615	3.1	81,274	0.7	282,847	$^{2.0}$
Silk goods	260,941	1.5	274,738	1.1	201,221	1.7	238,795	1.7
Cattle and Carabaos	331,651	1.7	646,728	2.5	100,788	1.0	238.146	1.7
Tobacco goods	181,653	1.1	612,420	2.4	441,119	3.7	235,734	1.7
Vegetables	300,486	1.8	217,903	0.8	178,684	1.5	215,966	1.6
Chemicals, drugs, Dyes, etc	283,740	1.7	345,480	1.3	287,185	2.4	213,947	1.5
Fish products	314,483	1.9	202,334	0.8	209,530	1.7	207,948	1.5
Electrical goods	162,798	0.9	511,089	2.0	145,725	1.2	206,344	1.5
Rice	408,152	2.4	195,444	0.8	144,351	1.2	142,864	1.0
Fruits and nuts	94,138	0.6	151,885	0.6	90,547	0.8	128,952	0.9
Cement	170,573	1.0	267,000	1.0	195,412	1.7	126,744	0.9
	128,598	0.8	213,211	0.8	92,935	0.8	125,434	0.9
Eggs	125,415	0.7	78,839	0.3	129,505	1.1	90,776	0.7
Woolen goods	21,344	0.1	8,648		8,624		88,639	0.6
Explosives	164,325	0.9	142,704	0.6	97,844	0.8	87,167	0.6
Leather goods	119,859	0.7	189,940	0.7	75,684	0.6	81,686	0.6
Matches	118,184	0.7	172,524	0.7	111,805	1.0	80,073	0.6
Spirituous liquors	116,055	0.7	115,339	0.4	93,781	0.8	70,575	0.5
Perfumery, cosmetics, etc	213,244	1.3	73,789	0.3	127,525	1.1	68,760	0.5
Shoes	139,467	0.8	93,752	0.4	50,358	0.4	68,390	0.5
Coffee	110,256	0.7	65,706	0.3	109,656	0.9	65,841	0.5
Earthen, Stone ,and China ware .	135,036	0.8	135,647	0.5	71,062	0.6	64,347	0.5
India rubber goods	70,184	0,4	48,353	0.2	38,784	0.3	55,375	0.4
Cocoa or Cacao	120,272	0.7	46,634	0.2	82,417	0.7	54,223	0.4
Crude oil	45,563	0.3	89,851	0.4	22,029	0.2	50,496	0.4
Soap	92,796	0.6	22,972	0.1	115,250	1.0	49,358	0.4
Sugar & molasses	84,432	0.5	79.443	0.3	86,883	0.7	48,408	0.3
Paints, varnish, pigments, etc	76,627	0.5	74,670	0.3	72,931	0.6	47,510	0.3
Motion picture films	10,021	17.0	,					
Diamonds and other precious	16,180	0.1	7.478		15,174	0.1	22,315	0.2
stones, unset	23,910	0.1	22,384	0.1	11,012	0.1	19,047	0.1
Sporting goods	2,436	J. L	31,208	0.1	3,011		4.885	
Agricultural implements	54,513	0.3	155,582	0,6	84,616	0.7	74,682	0.5
Automobiles	249,899	1.5	132,967	0.5	144,439	1.2	114,868	0.8
Automobile tires	101,503	0.6	181,425	0.7	54,705	0.5	89,868	0.8
Automobile accessories	1,588,642	9.4	3,707,703	14.0	1,356,866	11.5	1,544,772	11.2
All others			₩95 795 379		P11 833 484	106.0	¥13,835,896	99.9

### IMPORTS BY COUNTRIES

Countries	July 1922 1921			June, 1922		Monthly average for 12 months previous to July, 1922		
•	Value	%	Value	%	Value	%	Value	%_
United States	₱10.315,699	61.1	₱17,496,968	68.0	<b>P</b> 6,006,612	50.8	₱8.487,274	61.4
Japan	2.031.935	12.1	2,108,323	8.2	1,600,546	13.5	1,522.597	11.0
China	1.181,165	7.0	2,386,290	9.3	780,088	6.6	1,342,829	9.7
United Kingdom	548,038	3.2	729,158	2.8	596,113	5.0	504,684	3.6
Dutch East Indies	514,497	3.0	562,103	2.2	962,878	8.1	468,360	3.4
Australasia	633,171	3.8	541,571	2.1	668.783	5.7	422,504	3.0
French East Indies	734,448	4.5	739,385	2.9	262,874	$^{2.2}$	293,565	2.1
British East Indies	118,840	0.7	129,995	0.5	164,010	1.4	190,887	1.4
	147,389	0.9	301.894	1.2	151,368	1.3	131,897	1.0
France	157,456	0.9	150,964	0.6	132,416	1.1	106,448	0.8
Switzerland	6.481		129,801	0.5	15,665	0.1	70,428	0.5
Siam	110,947	0.7	126,177	0.5	129,028	1.1	77,795	0.6
Spain	146,472	0.9	186,348	0.7	138,308	1.2	74,954	0.5
Germany	46,116	0.3	24,812	0.1	34,435	0.3	29.694	0.2
Netherlands	67,225	0.4	14.657	0.1	119,668	1.0	42,299	0.3
Japanese-China	19.344	0.1	54,589	0.2	7,374	0.1	24,958	0.2
Canada	36,753	0.2	19,287	0.1	23,471	0.2	15,059	0.1
Hongkong	18,532	0.1	9,283		7,740		7,610	0.1
Italy	65		7.829		3,157		4,521	
Denmark	22,800	0.1	144		9,015	0.1	5,067	
Belgium	2,801		117		1.309		763	
Sweden	608		24		-100		1,191	
Norway	3,188		559		16,214	0.1	2,121	
Austria	7,518		5,094		2,412		8.391	0.1
All other countries	7,518		3,094		2,415		0.001	



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# TRADE STATISTICS

PRINCIPAL EXPORTS

PRINCIPAL EXPORTS												
Articles	July 1922			July 1921			June, 1922		D	Monthly average for 12 months previous to July, 1922		
	Quantity	Value	%	Quantity	Value	%	Quantity	Value	%	Quantity	Value	%
Coconut oil Copra Hemp Embroideries Cigars Leaf tobacco Maguey Copra meal Lumber cub. met Cordage Hats Knotted Hemp All other domestic exports	24,127,203 ¶ 3,958,016 12,522,891 12,290,234 25,939,529 888,784 1,306,748 5,961,616 9,117 211,544 29,774 54,789	* 3,191.717 1,195,596 2,024,834 2,602,184 491,956 804,766 217,953 173,114 182,160 367,553 87,613 79,057 101,327	$10.0 \\ 16.9 \\ 21.7 \\ 4.1$	7,858,378 7,683,199 10,071,167 319,485	7,671,530 3,021,079 1,236,409 1,859,592 855,634 547,979 146,451 169,024 80,766 55,374 85,626 48,480 6,130 325,321	45.6 17.9 7.4 11.1 5.1 3.3 0.9 1.0 0.5 0.3 0.5	57,081,505 3,577,231 12,056,665 13,337,521 25,762,410 919,738 3,007,024 605,543 265,255 18,134 13,273	P 8,044,845 1,130,794 1,933,571 2,889,775 471,078 886,479 257,422 442,338 18,444 59,929 108,490 35,004 375,522	$6.6 \\ 11.3 \\ 16.8 \\ 2.7$		f* 4,857,870 2,739,655 2,488,855 2,539,819 580,731 696,554 495,774 202,856 173,500 95,626 75,791 49,459 32,400	15.9 16.1 3.7 4.4 3.1 1.3
Total domestic exports		11,835,287 129,448 21,769	$98.7 \\ 1.1 \\ 0.2$		16,109,395 379,861 329,238	$95.8 \\ 2.2 \\ 2.0$		16,704,540 374,387 73,200	97.3 2.2 0.4		15.334,026 345,831 66,409	97.4 2.2 0.4
Total exports		11,986,504	100.0		16,818,494	100.0		17,152,127	99.9		15,746.267	100,0

All quantities are in kilos except Cigars & Hats which are in numbers, and lumber in cub. met.

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### EXPORT BY COUNTRIES

		uly	June, 1922		Monthly average for 12 months			
Countries	1921				1922		previous to	
	Value	%	Value	%	Value	%	Value	%
United States	<b>#7</b> ,084,041	59.1	<b>#</b> 12,841,132	76.4	#12,136,767	70.8	₱9,931,480	63.1
Japan	707,577	5.9	879,063	5.2		7.5	1,085,423	6.9
United Kingdom	842,551	7.0	588,266	3.5	759,618	4.4	863,233	5.5
Germany	261,132	2.2	342,355	2.0	212,254	1.2	737,323	4.7
Hongkong	299,752	2.5	607,373	3.6	615,030	3.6	612,199	3.9
Spain	500,032	4.2	5,000		522,240	3.0	602,001	3.8
China	914,934	7.6	544.348	3.2	399,594	2.3	465,204	3.0
Netherlands	489,275	4.1	360.745	2.2	297,450	1.7	413.846	2.6
France	209,548	1.7	6,800		14,505	0.1	349,407	2.2
British East Indies	124,595	1.0	363,097	2.2	165,318	1.0	205,688	1.3
Canada	261,901	2.2	-,		281,711	1.6	112,951	0.7
Australasia	103,281	0.9	112,553	0.7	92,254	0.5	110,110	0.7
Belgium	48,988	0.4	35,605	0.2	40,701	0.2	69.243	0.4
Italy	73,260	0.6	2,000		45,595	0.3	49.942	0.3
Dutch East Indies	15,960	0.1	41,184	0.3	231,449	1.3	44,800	0.3
Austria	2,200		,		3,085	1.0	27,093	0.3
French East Indies	11,581	0.1	12,763	0.1	12,410	0.1	13.878	0.1
Siam	5,793		15.847	0.1	11,470	0.1	7,911	0.1
Switzerland	15,072	0.1	5,960		,		5.169	07.1
Japanese-China	275		33,385	0.2	2,300		5,083	
Denmark	1,100		,		2,000		133	
Norway							133	
Sweden								
All other countries	13,656	0.1	21,018	0.1	23,462	0.1	34,141	0.2
Total i	11,986,504	99.8	#16,818,494	100.0	#17,152,127	99.8		100.0

# FOREIGN TRADE BY COUNTRIES

Countries	Ju 1922		1921		June, 1922		Monthly average for 12 months previous to July, 1922	
	Value	%	Value	%	Value	%	Value	%
United States	₱17,399,740	60.4	<b>P</b> 30.338,100	71.3	₱18,143,379	62.6	P18,418,754	
Japan	2,739,512	9.5	2,987,386	7.2	2,885,460	10.0		62.3
China	2,096,099	7.3	2,930,638	6.9	1,179,682	4.1	2,608,020 1,808,034	8.8
United Kingdom	1,390,589	4.8	1,317,424	3.1	1,355,731	4.7	1,367,916	6.1
Germany	407,604	1.4	528,703	1.2	350.562	1.2	812.279	4.6
Spain	610,979	2.1	131.177	0.3	651,268	2.2		2.8
Hongkong	336,505	1.2	626,660	1.5	638,501	2.2	679,797	2.3
Australasia	736,452	2.6	654.124	1.5	761,037	2.6	627,258	2.1
France	356,937	1.2	308,694	0.7	165,873	0.6	532,613	1.8
Netherlands	535,391	1.9	385,557	0.9	331,885	1.1	481,306	1.0
Dutch East Indies	530,457	1.8	603.287	1.4	1,194,327	4.1	443,541	1.5
British East Indies	243,435	0.8	493,092	1.2	329,328	1.1	513,159	1.8
French East Indies	746,029	2.6	752,148	1.8	275,284	0.9	396,573	1.3
Switzerland	172,5,28	0.6	156,924	0.4	132,416	0.5	307,445	1.0
'anada	281,245	1.0	54,589	0.1	289,085	1.0	111,616	0.4
Siam	12,274		145,648	0.4	27,135	0.1	137,810	0.5
Belgium	71,788	0.2	35,749	0.1	49,716	0.1	78,338	0.5
taly	91.792	0.3	11,283		53,335	0.2	74,305	0.3
Japanese-China	67,500	0.2	48,042	0.1	121,968	0.2	57,553	0.2
Austria	5.388		559		19,299	0.4	47,381	0.2
Denmark	1.165		7,829		3,157	0.1	29,214	0.1
Sweden	2,801		117		1,309		4,654	
Norway	608		24		1,309		763	
All other countries	21,174	0.1	26,112	0.1	25,874	0.1	1,199 $42,634$	0.1

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### CARRYING TRADE

EXPORTS

Nationality of	July 1921			June, 1922		Monthly average for 12 months previous to July, 1922		
Vessels	Value	%	Value	%	Value	%	Value	%
American	#3,680,152	32.0	₱7.249.432	45.1	<b>#7.</b> 500.543	44.9	₱6.181.772	40.7
British				36.7	4.654.597	28.0	5,369,489	35.4
Japanese	0 400 000				2,649,324	15.9	1.810.173	11.9
Dutch							1.092.725	7.2
Spanish			200,000		528,905		312,712	2.1
Swedish		4.8					241.318	1.6
Philippine	100.051				60,505	0.4	96,357	0.6
Chinese			2,167				52,067	0.3
German			-,				16,616	0.1
French							1.658	
Norwegian		2.1			67,600	0.4	5,683	
Total by freight	₱11,491,703 494,801	100.0	₱16,054,253 764,241	100.0	<b>P</b> 16,680,536 471,591	100.0	₱15,180,570 565.696	99.9
Total	**** 000 501		<b>#</b> 16,818,494		₱17,152,127		P15,746,266	

### IMPORTS

Nationality of Vessels	July 1922				June, 1922		Monthly average for 12 months previous to July, 1922	
v esseis	Value	%	Value	%	Value	%	Value	%
American British Japanese Dutch Philippine Spanish Norwegian Chinese French Swedish	8,894,210 1,642,710 721,204 132,925 111,504 58,829 265,596	53.7	11,180,440 2,681,575 571,423 455,618 121,484 278,353	43.9 10.5 2.2 1.8 0.5 1.1	1,128,182 853,201 66,103 148,526 19,857	$7.4 \\ 0.6 \\ 1.3 \\ 0.2$	6,494,721 1,539,372 409,824 169,188 94,795 70,164	3.0 1.3 0.7 0.5
Total by freight		100.0	\$25,474,403 250,969	100.0	₱11,591.965 241,519	100.0	₱13,506,275 329,621	100.0
Total	₱16,871,488		₱25,725,372		₱11,838,484		<b>P</b> 13,835,896	

### TOTAL FOREIGN TRADE

Nationality of	July 1922		July 1921		June, 1922		Monthly average for 12 months previous to July, 1922	
Vessels	Value	%	Value	%	Value	%	Value	%
American	₱8,401,963		<b>†</b> 17,416,143		₱11.354,658		₱10,822,863	37.7
British	12,255,563	43.7						41.4
Japanese	4,051,610	14.5						11.7 5.2
Dutch	1,554,130							1.4
Spanish	111,604	0.4						0.9
Philippine	566,896	2.0		1.1	126,608	0.4	241,323	0.8
Swedish	553,452	2.0		0.1	173,974	0.6		
Chinese	265,596	0.9			87,457			0.5
Norwegian	279,698	0.1	278,353	0.7	87,497	0.3		0.3
German	•						16,617 <b>7,793</b>	0.1
Total by freight	\$28,040,492 817,500	100.0	₱41,528,656 ₱1,015,210	100.0	\$\frac{12}{72}\$	100.0	₱28,686,845 895,317	100.0
Total	₱28,857 <b>,</b> 992		P42,543,866		₱28,985,611		₱29,582,162	

# Foreign Trade of China, 1921

Chinese Maritime Customs Statistics

Share taken by each Nationality in the carrying Trade

# Total Tonnage:

### Total Value:

Flag	Entries and Clearances	Total Tonnage of entries and Clearances		n Trade Exports Hk. Tls.	Outwards	Trade Inwards Hk. Tls.	Total Values Foreign and Coast Trade Hk. Tls.
American	5,516	4.510,901	80,366,017	37,367,690	17,942,848	16,269,875	151,946,430
British			383,255,923	222,701,677	339,860,689	336,387,661	
Danish		235,342	4,060,116	1,062,239	268,011	192,042	5,582,408
Dutch			17,238,832	12,124,127	88,015	56,223	29,507,197
French			28,266,822	20,200,430	9,819,914	8,604,841	66,892,007
German		2.216	15,941				15,941
Italian		165,339	510,049		439		3,843.290
Japanese		31,738,783	257,970,107	249,277,437	124,286,146		793,709,562
Norwegian			3,987,184			4,639,479	14,401.783
Portuguese		212,750	580,160	359,066			939,226
Russian		587,886	7,100,761	23,223,849	5,536,660	6,009,798	41,871.068
Spanish							
Swedish		83,290	2,720,059				2,809,159
Non-Treaty Power		89,603	516,370	463.802			980,172
('hinese		31,791,479	106,261,999	57,106,340	363,866,210	366,290,553	893,525,102
Total	214,566	3 114,619,544	932,850,340	627,983,438	866,765,273	860,626,344	3,288,225,395

# Foreign Population of China, 1921

Chinese Maritime Customs Statistics

Nationality	Firms	Persons
American	412	8,230
Austrian		40
Belgian	27	505
Brazilian	6	42
British	703	9.298
Danish	28	547
Dutch	31	486
French	222	2,453
German	92	1,255
Hungarian		. 8
Italian	42	587
Japanese	6,141	144,434
Mexican		1
Norwegian	12	227
Portuguese	152	3,493
Russian	1.613	68,250
Spanish	7	286
Swedish	9	434
Non-Treaty Powers	14	193
Total	9,511	240,769



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And yet one of the worst ways in which business men kid themselves is in believing that a state of mind, psychology, can overcome fundamental economic laws. You might just as well step out a window at the tenth story and kid yourself into thinking you wouldn't fall to the ground. You would fall just the same. On the way down you might call in at every window, "All right so far," but you would land at last on the payement.

# Dr. Haughwout Tells of New Hookworm Remedy

Results of researches into the prevalence of hookworm infestation and disease in the Philippines were partially disclosed by Pro-fessor Frank G. Haughwout of the Bureau of Science in the course of an address at the luncheon of the American Chamber of Commerce of the Philippine Islands on Wedresday, August 2. These researches have been conducted jointly by Dr. Haughwout, Dr. C. N. Leach of the International Health Board, and Major J. E. Ash, U. S. Army Medical Corps, all of whom were present at the luncheon. Dr. Leach recently came from Ceylon, where he had successfully treated worm infections in men with carbon tetrachloride, a remedy up to then used only on dogs. The same treatment was employed in Manila. Bilibid prison was used as the scene of experiment, and condemned murderers were employed as subjects to enable the scientists to accurately follow the course of the treatment from inception to completion. No bad after-effects were noted in the bodies of men who had been successfully treated with carbon tetrachloride.

All new prisoners entering Bilibid were given the treatment. This enabled the doctors to determine the prevalence of hook-worm infestation. The prisoners came from all sections of the Islands and a sufficient number were examined to permit of fairly accurate general deductions. It was found that about 94% of the inhabitants of the Islands are suffering from hookworm infection, which is a startling discrepancy from the former general belief that only about 10% of the population was infected. Infestation, however, must not be confused with hookworm disease, Dr. Haughwout pointed out. It requires the presence of a considerable number of worms to produce the disease, which is characterized by digestive disturbances, debility and anaemia. Strange to say, there is rarely loss of weight. The constant drain of blood, however, caused by the hookworms in the intestine, weakens the resistance of the system, making it an easy prey to disease.

SHOES AS A PREVENTIVE The hookworm is a small round worm 8 to 13 millimeters long and about half a millimeter in diameter. It attaches itself by powerful mouth parts to the lining of the small intestine and derives its nourishment from the blood. Outside of the body, the eggs thrive in moist soil, where they hatch. The young worm then subsists in the soil for a varying period, sometimes as long as seven years. Pigs are dangerous carriers of the hookworm and probably play a large part in disseminating the parasite in the Islands. A favorite method of the worm's entrance into the body is through the skin. That is why the wearing of shoes causes such a big reduction in hookworm infection. Experiments made by Dr. Smillie in Brazil on two groups of laborers, one without and the other with shoes of a crude variety, demonstrated that the use of footwear reduces the incidence of hookworm to only about 10 per cent. of its occurrence among those not using shoes. Americans in the

Islands are sometimes infected through food, water and accidental contact with the soil. Some get the hookworm into their systems on hunting or fishing trips, from bathing in contaminated pools or in the course of field work in the provinces. While hookworm disease is debilitating to a high degree, it very rarely is the direct cause of death.

Experience has demonstrated that colored races for some unknown reason have a comparatively high resistance to hookworm disease. When it attacks white men it is usually more virulent and debilitating than among negroes or Filipinos. It was also demonstrated that it is primarily a disease of young adults, mostly males. That is probably due to the fact that the men come in more frequent contact with the soil than the women, who on reaching their eighteenth year usually marry and attend to household duties.

### BETTER THAN THYMOL

Insufficient food lowers the resistance to hookworm, while plentiful and wholesome food tends to create resistance to its rav-The presence of only about 25 worms is usually not sufficient to cause hookworm disease, but when the count reaches 75 or over, the effects are as a rule obvious. On the other hand, individuals have been known to harbor as many as 500 worms without any appreciable effect upon the general physical condition, although such cases are very rare. The disease has a tendency to automatically limit itself, because when a man gets a few hundred worms in his sys-The disease has a tendency to tem, he is usually forced to lay off work on account of general debility, and this enforced rest and absence from the soil tends to reduce the number of worms and make him more resistant to the disease.

Two kinds of hookworm are known to science, the Ancylostoma and the Necator, the former being more virulent than the latter. One of the problems to be worked out is the relative prevalence of the two varieties and their distribution in the Islands.

One of the surprising disclosures of the Bilibid investigation was that 36 per cent of the men stated that they used alcohol as a beverage, but only relatively few of these alcohol users showed evidences of its excessive use.

Thymol has until now been the standard drug used against hookworm infection. It is unpleasant to take and has extremely distressing after-effects. In fact it was dreaded more by many prisoners than the prison sentence. Carbon tetrachloride, however, is not only easier to administer but is cheaper, safer and more effective. It removes other parasites besides hookworms, but its exact efficiency in this respect cannot be stated until the experiments now in progress are completed.

Dr. Haughwout concluded his address with a reference to the economic value of fighting hookworm and other parasitic infections in the Islands.

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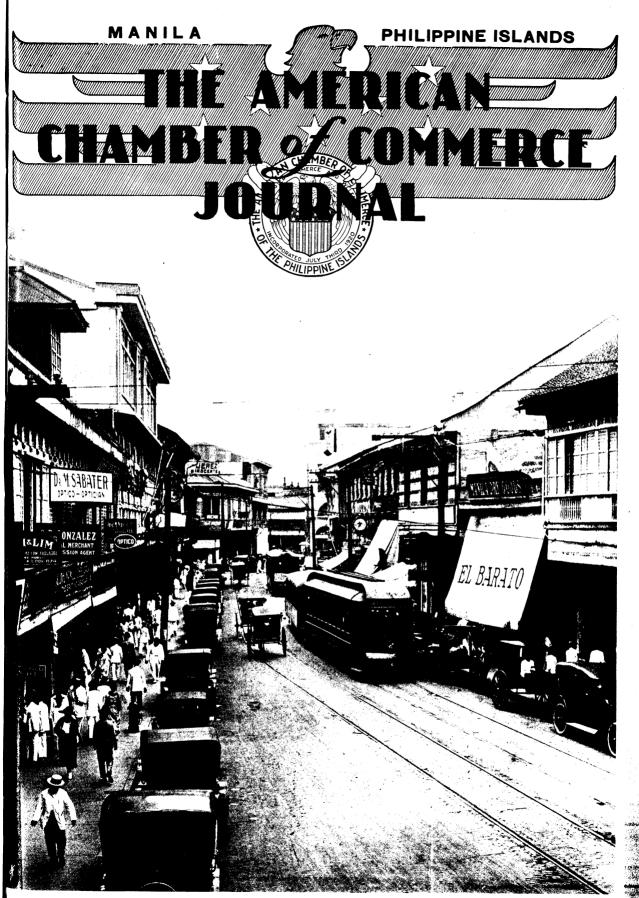
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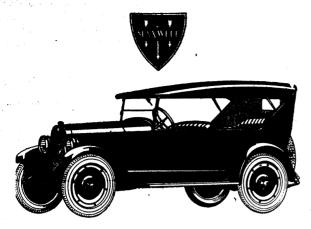
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# American Chamber of Commerce Journal

PUBLISHED MONTHLY

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## THE AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most adequately financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such as the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine American Chamber of Commerce and the Manila Chamber of Commerce.

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# PROMINENT AMERICANS IN THE PHILIPPINE ISLANDS



JAMES C. ROCKWELL

James C. Rockwell, vice president and general manager of the Manila Electric Company, was born in Scranton, Pa., Oct. 4, 1881. He attended public and private schools in Pennsylvania and New York and graduated from Cornell in 1904.

From 1904 to 1906 he was engaged in construction work on the Chicago and Northwestern, Wabash, and other rail-roads, and then became superintendent of transportation for the Syracuse, Lake Shore, Northern Interurban at Syracuse, N. Y. In 1908 he was made manager of the Charleston, W. Va., Interurban Railway Company and three years later came to Manila as manager of the railway department of the Manila Electric Company. The following year he was made manager of the electric department, and in 1917 was appointed general manager. In 1918 he became vice president.

Mr. Rockwell is an Active member of this Chamber and also is a member of the Rotary, Manila Golf, Elks, Army and Navy, Manila. Polo and Spanish clubs.

### J. T. KINNEY

John Thomas Kinney, manager of the local office of Struthers and Barry, the wellknown shipping firm, was born in Philippsburg, N. J., December 20, 1884. He graduated from the Philadelphia high schools and in 1902 received his diploma from the Philadelphia College of Pharmacy.

Mr. Kinney followed the pharmaceutical profession until 1913, coming to the Philippines in 1908 with the United States

In 1913 he went to work for the Pacific Mail Steamship Company as chief



clerk in the Shanghai office. coming to Manila in 1917 and returning to the United States in 1919. In September 1920 he was sent to Manila in charge of the local office of Struthers and Barry.

Mr. Kinney represents his firm in the Active membership of the American Chamber of Commerce and also belongs to the University Club and the Casino Español.



## JUDGE INGERSOLL

Frank B. Ingersoll was born in Greenville, Tennessee. He received his education at the Knoxville, Tennessee, public schools and at the University of Tennessee. He was admitted to the bar in the state of Ohio and practiced law in Seattle, Washington, before coming to the Philippines in 1901.

For about three years he was connected with the Bureau of Justice in the Philippines, part of the time as judge of the Land Court. He then entered the practice of law in the city of Manila and later withdrew from active practice in order to devote his personal attention to his mining enterprises. He recently resumed office practice in this city as a mining and corporation lawyer.

Judge Ingersoll is an Active member of the American Chamber of Commerce, in representation of the Orient Trading Company, and also belongs to the Manila Rotary, University, Army and Navy, Manila and Polo clubs.

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# THE FAMOUS GORGE AT PAGSANJAN

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Pagsanjan, Seen Through Coconut Trees From A Neighboring Hill

Photo, Courtesy Philippine Chamber of Commerce

Pagsanjan Gorge is Manila's premier sight-seeing exhibit—just as the Chinese City is that of Shanghai and the Pali is that of Honolulu. It is the place one must go to on visiting the capital of the Philippines, and it has all the advantages of a tourist mecca, namely easy accessibility, reasonable distance from the center of things and genuine attractiveness or interest. There may be deeper and longer gorges than that of Pagsanjan, but there are few, if any, that excel it in beauty and picturesqueness. Not the least enjoyable feature of the trip is shooting the rapids as one returns down the river from the falls.

Pagsanjan is a thriving town in the coconut region of Laguna province. Through it flows a small stream, similar to a score or

more in that region that have their outlets in the Laguna de Bay. On its downward path, this little stream passes through the gorge for which Pagsanjan has become famous. The gorge is about a mile distant from the town and is reached by paddling up the stream in bancas, canoes fashioned out of the trunks of trees. In the center of the banca is a bamboo seat for the passenger. A banquero is stationed in the prow and another in the stern. These native boat guides are extremely skilful in the manipulation of the frail bancas and the expert manner in which they navigate the craft over the whirlpools and rapids of the swiftly flowing stream invariably evokes the admiration of the tourist. Sometimes two people are seated in a banca. but the boats

are intended for the accomodation of one passenger only.

# A DAY'S OUTING.

Pagsanjan may be reached by either rail or automobile. The road is an excellent one and the journey need not take more than four hours of easy driving. A few sharp turns on the second half of the trip must be watched out for, but on the whole the road is easily negotiable for an experienced driver. Automobiles for the trip may be hired for \$\foat{P70}\$ for a small car, accomodating a driver and three passengers, and \$\foat{P80}\$ for a large car, accomodating a driver and four passengers. The railroad runs a through train to Pagsanjan daily, leaving Manila at 4:30 p. m. and arriving



Shooting the Rapids at Pagsanjan

Photo by Denniston, Inc.

there at 8:05 p. m. A return through train leaves Pagsanjan at 4:25 p. m., arriving in Manila at 8:39. The fare first class each way is #4.60. Other local trains run to and from Pagsanjan at different hours of the day.

Those wishing to save time may make the trip in the course of a single day, but it is far more advisable to spend a night in Pagsanjan and devote a day to the trip to the falls and the return to Manila, which may then be made at leisure and in the greatest comfort. There are two good hotels in Pagsanjan which cater particularly to the tourist trade and at which excellent food may be obtained. The rates are #1.50 per person for sleeping accomodation. and #1.50 per person per meal. A favorite itinerary is as follows: Leave Manila by



Coconut Raft, Pagsanjan
Photo by Denniston, Inc.

auto at 6:30 a. m.; arrive Los Baños 8:30; breakfast at Los Baños Hotel; leave Los Baños at 9:30; arrive Pagsanjan at 11:30; luncheon at hotel; start on trip up the gorge at 1 p. m.; return at 4:00 and leave for Manila, arriving there between 7 and 8 p. m. Some parties leave for Pagsanjan in the afternoon, spend the night there and devote the following day to the trip up and down the river and the return to Manila.

### ESSENTIALS FOR THE TRIP.

No matter what time of the day or night is chosen, however, there are some essentials that are needed by every tourist to the gorge and which should not be overlooked. These are a bathing suit, a kimono or a raincoat, straw or cotton slippers, and a wide-brimmed straw hat. The bathing suit is needed, as the spray from the rapids makes the trip a decidedly wet performance. Then there is the danger of the banca upsetting—which it frequently does but with no harm to the occupant on account of the shallowness of the water. The raincoat will properly the same of the water.

tect one partially against the hot sun. as will the broad-brimmed straw hat. This protection is very much needed, for exposure to the sun at Pagsanjan brings on as a consequence very severe cases of sunburn. People have been badly sunburned there even on cloudy days. Finally, the slippers or other protective footwear come in useful when clambering over the rocks or the rocky bed of the stream.

### IN THE GORGE.

On leaving the boat landing of Pagsanjan, the stream presents no extraordinary physical features. It is a calm, meandering little river such as one can see in almost every Philippine town. One distinctive feature, however, is the large number of coconut rafts, that is rafts made up of whole coconuts which are being shipped down stream to the market. One of these rafts is shown in one of the accompanying illustrations. As we proceed upstream, the banqueros paddling leisurely, the shores of the river gradually rise. The sensation of riding in one of these bancas is at first rather disquieting, as the equilibrium is very unstable and is maintained only by the skill of the boatmen. But one soon gains confidence in the banqueros and loses all timidity or apprehension.

In about half an hour, the gorge proper is reached. It is such a gorge as only the tropics can produce. No bare rocks or cliffs -but hundreds of feet of luxurious vegetation rise above you on either side. stream is a narrow cleft between perpen-From the upper dicular walls of verdure. heights come the calls of birds and the chattering of monkeys. Bright-plumaged warblers and nimble simians may often be seen in the branches of the overhanging greenery. Large lizards. called iguanas, also inhabit the gorge and are frequently sighted. At close intervals we pass waterfalls and it is a common practice of tourists to direct their bancas close to or under the falls and thus obtain a natural spray bath. The sky is high above, a narrow line of blue, through which the sun sometimes penetrates, throwing long planes of yellow light and casting deep shadows.

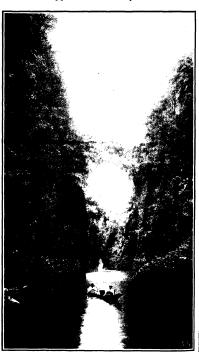
### GOING UP STREAM

It is in the water, underneath, however, that most of the interest now centers. The calm, placid bosom of the stream has become a turbulent torrent that rushes down the rocky declivities in rapids, swirls and eddies. Paddling becomes useless at these rough places and the boatmen must step out and guide the boat by hand. Often they must lift the craft bodily over a particularly turbulent portion of the stream. Sometimes they perform the feat with the passenger seated in the boat, but generally the occupant must get out and clamber over the rocks for a short distance. It is on these occasions that protection for the feet is needed. The skill, strength and dexterity

with which these boatmen navigate, or rather propel, the little craft upstream is truly admirable. It is an art, however, that is not easily acquired. One of the banqueros informed the writer that it takes about two years of apprenticeship for a young man to acquire sufficient proficiency in negotiating the rapids to be entrusted with passengers. The boatmen have a regular organization, or union and a set scale of charges. The rate at present is #5 per person for the round trip to the gorge. Custom prescribes a 50 centavo tip to each boatman in addition.

### SHOOTING THE RAPIDS.

About half way up the stream is the first big waterfall. This is usually the terminal point of trips up the gorge. In the dry season, there is not sufficient water beyond this point for a continuance of the trip and in the rainy season the passage is too dangerous at times, so that the second, or upper waterfall, is not always attainable. The latter empties into a large pool. where swimmers sometimes venture, but the water is said to be very treacherous and none but the most expert swimmers are advised to brave it. Some years ago an American teacher disappeared in this pool.



In the Gorge Photo by Denniston, Inc.

It is on the return journey, downstream that the real thrills of the trip are experienced. Shooting the Pagsanjan rapids is a real sensation. comparable only to that experienced when shooting the surf at Honolulu. Stretches that on the upstream journey were negotiated laboriously at a great expense of effort and time are now covered in seconds under the skilful guidance of the banqueros. The speed with which some of these rapids are shot may not be a mile a minute, but it feels like it in the amile as the strength of the



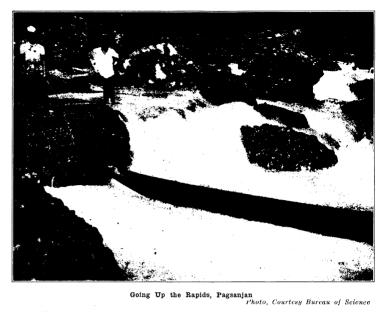
The Second Falls

Photo, Courtesy Philippine Chamber of Commerce

IN COCONUT REGION

Naturally the descent is much more rapid than the ascent and we soon again enter the calm stretches of the river, disembarking at Pagsanjan at the end of a scenically satisfactory and at the same time thrill-ing sight-seeing trip. Rightly is Pag-sanjan considered one of the finest sightseeing trips to be found anywhere. It is one that every visitor to the Islands should make.

Visitors to Pagsanjan, if they have the time should not miss a jaunt to the school situated at the top of a wooded hill. From there a most enchanting view of the surrounding landscape may be obtained, partic-ularly from the porch of the domestic science building, where the vista stretches over vast areas of coconut-covered hillsides and valleys: The growing of coconuts is the leading industry of Pagsanjan, rivalled closely by the business of catering to the tourists trade, which is considerable. The town is prosperous and makes a serious at-tempt at civic improvement. Its principal tempt at civic improvement. Its principal thoroughfare would do credit to a well-kept American town of its size. Prosperity is evidenced on all sides. Incidentally, it might be stated that in reaching Pagsanjan. the traveler traverses the richest coconut region in the Islands, the center of which is San Pablo, Laguna, at which town, the Pagsanjan road branches from off the Manila South road. The rail route is more direct, the total railroad distance from Manila to Pagsanjan being 102 kilometers. The distance via ordinary highway is about 130 kilometers. Los Baños is just midway be-



tween Manila and Pagsanjan by the automobile route. For a week-end excursion there is no better place to visit than the gorge. Many people make an annual excursion to Pagsanjan.

The automobile route is via the Manila Scuth Road, to San Pablo, thence direct to

# Says President Should Consult Senate in Treaty Making

"The President, the Senate and Treaties," was the subject of an extremely interesting talk at the weekly luncheon of the American Chamber of Commerce on Wednesday, September 6, delivered by Professor J. R. Hayden, exchange professor of political science from the University of Michigan to the University of the Philippines. The subject is important, he declared, because the United States has gone from isolation to leadership in world affairs and is no longer chiefly an agricultural and rural, but an industrial and urban, country and also a creditor instead of a debtor nation.

"Public opinion should demand that the President consult with the Senate previous and during the negotiation of treaties."
the speaker said. He was also of the
opinion that the reasons for the two-thirds majority for the ratification of treaties no longer exist and that a mere majority

should be sufficient.

Our relationship to other large countries in the world has become closer and more interdependent, Professor Hayden stated. A real war anywhere in the world limits markets and dislocates trade. The disintegration of a first-rate state like Russia or Germany has a tremendous reflex effect nations. Common understandupon other ing, an effort to maintain peace, as well as steadiness in political status and trade markets are at the bottom of business stability, Professor Hayden declared. Such steadying and stabilizing conditions are brought about by treaties.

## MUST HAVE COOPERATION.

The United States, he continued, is unique in its treaty-making arrangements in that it requires legislative sanction to the treatymaking activities of the President, who alone is authorized to negotiate treaties

with other nations. It is obvious, therefore, that cooperation between the President and the Senate, the ratifying body, is essential if success is to crown the treaty-making process. The President should make every effort to determine the sense of the Senate with respect to any pending treaty negotiations, and as a matter of fact, most Presidents have done this through the Senate foreign relations committee, consulting that body freely and confidentially. Consequently, whenever this course was adopted the treaty was accepted by the Senate without question. When, however, the President failed to consult the Senate, the treaty usually was rejected by the Senate. Another method of securing the cooperation of the Senate is to appoint members of the foreign relations committee to the commission named by the President to assist in the negotiation of a treaty.

Under the Constitution, the President has sole and full power of negotiation and is therefore fully responsible for the text of the treaty, which, in most cases is the result of many compromises, concessions and changes, generally with a number of pow-To still further amend a treaty would most likely mean its destruction, as the text is carefully worded and takes into account a large number of factors and considerations that have operated to evolve the treaty as it goes to the Senate. That body, therefore, has no alternative but to ratify or reject. If it is friendly to the President and has been consulted by him, it will most likely ratify; if, on the other hand, the President has disregarded the Senate, it will probably reject the treaty.

### OPPOSITION FATAL.

President Wilson, Professor Hayden stated, conducted his negotiations at Paris practically single-handed. In the first place, he did not name a single member of the foreign relations committee as one of his staff of official advisers. These latter, including Secretary of State Lansing, were only nominally advisers. President Wilson consulted them only casually and often settled matters without their knowledge and without inquiring as to their points of view. On the other hand, the European premiers had with them nien who were advisers in a very real sense of the term and whose opinions and attitudes could not be disregarded. To have aroused strong opposition among them might have meant fall from office. The President's power to negotiate, however, was absolute. Profes-sor Hayden thought that public opinion should demand that the President consult the Senate before and during treaty negotiations, as failure to do so may lead to regretable impassés. Moreover, the Senate's function in this connection is to check autocratic actions on the part of the President and to serve as a check on public opinion,

which at times is hasty.

Foreign affairs are becoming so important a part of national policy that treaties are inevitably getting to be party issues, being too important to be ignored, the speaker declared. No party, however, controls two-thirds of the Senate, and is not likely to. Hence party lines on treaty matters cannot be drawn too finely. He suggested that instead of the two-thirds majority required to ratify a treaty, a bare majority should be legalized. He did not believe that the House of Representatievs should be permitted to take part in treaty ratification, as the House is not such a deliberative body as the Senate and does most if its work by committees, whereas treaties require ample public discussion before, during and after negotiation.

# Assistant Secretary of Commerce Huston and Party Visit American Chamber

A strong plea for a definite political status of the Philippines was voiced by Captain H. L. Heath, former president of the American Chamber of Commerce, and Col. H. B. McCoy. general manager of the Manila Railroad Company. before Assistant Secretary of Commerce C. H. Huston and his party of visitors from Washington. at the luncheon of the Chamber on Wednesday. September 27. Mr. Huston stated that he was here to learn of conditions at first hand. Col. H. M. Evans, U. S. Public Health Commissioner, who retired at the end of last month to become head of Valparaiso University, also spoke. He was member of the Huston party. which also included Ward T. Bower. of the U. S. Bureau of Fisheries; Lieut. J. M. Creighton, U. S. Navy; David J. Davis, of the U.S. Department of Labor and brother of Secretary of Labor Davis; Joe L. Baker, special assistant and private secretary to Mr. Huston; Lieut. Commander H. G. Hamlet, U. S. Navy, commander of the U.S. coast guard cutter Mojave on which the party arrived via Japan and Shanghai; Lambert Clifford, son of the Assistant Secretary of the Treasury; and Carl J. Gilbert. brother of the Under-Secretary of the Treasury.

### FALSE IDEA BROADCASTED.

President Cotterman announced that Captain Heath had been selected by the Board of Directors to address the visitors, then intorduced the Captain. who spoke as follows:

"Through means not within the control of this organization the story has been broadcasted over the United States that the American Chamber of Commerce of the Philippine Islands is a political organization having for its object the destruction of the Filipino ideal of independence. This statement. broadcasted to the American people through the Filipino Press Bureau of Washington, an organization kept alive by the appropriation of \*1.000,000 of the taxpayers' money each year. is a force of suggestion to a people strongly inclined to altruism too great for the small body of Americans in the Philippines to combat, and it is upon occasions like this that we have an opportunity to put our views up for inspection.

### LOOKING OUT FOR AMERICAN INTERESTS.

"The American Chamber of Commerce of the Philippine Islands was organized for the protection of American business in-terests in the Philippines, and for no other purpose. Its inception came when a combined Filipino and foreign propaganda was directed against a law of Congress which provided for these Islands an artery of transportation through which the life blood of the American community-its businesscould flow, without being hampered by the unfair discriminations of competing bottoms, and for which this American business community has stood for a period of time exceeding twenty-two years, before it was willing to admit to itself that combination of American interests and effort was the only possible way in which the flow of its life blood to other nations could be stopped.

"The Chamber was organized to fight for the interests of the American community and it is consistently doing this. the Filipino Press Bureau notwithstanding. "There are two propositions affecting the life and trade of the American community in the Philippines. The first and primary is the status of the Philippines; the second is the transportation problem, both being indefinite unstable and lacking the elements of continuity for successful business.

### THE BLIGHT OF ALTRUISM.

"Impinging upon these Islands are now the merchant fleets of three great maritime nations. In the years gone by the fleet of Fingland had control; later the Japanese fleet entered with its competition, and recently came the American merchant fleet to get its share. To this American fleet we want to give our business.

"But what good is an avenue of American ships over which American trade can flow; what good are American banks willing to finance the shipment of raw produce and the importation of manufactured goods; insurance companies willing to insure ships and cargo; surveyors willing to protect all in their decisions of seaworthiness; merchants wanting to expand, when everything is tied down to the immovable base of lack of status, both as to the sovereignty of these Islands and the continuity of an American marine policy in regard to its ships—a policy in both instances afraid to define itself as American. a policy seemingly influenced by that awful blight of American altruism when a move detrimental to another people is up for determination?

"If the Philippine Islands are under the sovereignty of the United States, let us have Congress make the unequivocal statement that they are and put that statement in words that cannot be denied or construed to mean something else. The present status of the Philippines is so indefinite that this indefiniteness enters into every problem of business, and enters to such an extent that the progress of American business is halted and the development of the wonderful potentials of these Islands is nil. This condition has now continued for nearly a quarter of a century and in this room are men who came here as young men and who are now old if you look at their grey heads; but look in their eyes and you will find the determination of their race to stay with the game until life is finished.

### THE IMPELDING MOTIVE.

"The greatest business problem affecting the American in the native communities is the status of these Islands. It is not a political question with the American for in the main he wants fixture. Naturally he wants the definite sovereignty of his country spead over the place he has picked as his home and the field of his life's work, and he wants it expressed in no ambiguous phrases. The American will be satisfied to have it fixed even if the sovereignty goes absolutely to the Filipino people. The American wants it fixed for his own sake and thinks that it should be immediately fixed for the sake of the Filipino as well. "We Americans here want the Congress

We American shere want the Congress to fix American sovereignty here definitely feeling that under the defined sovereignty we will have for the few remaining years of our lives the opportunity to show the world that the American pioneers of the Philippines have the same determination the same ability, the same tenacity to stick and to do as had our forefathers who set-

tled the United States and made it what it is today. The thing that keeps us here and has kept us here for now nearly twenty-five years is the inherited urge of our forefathers to stick, to build up and not to destroy, and nothing else. The contact the Filipino now has with this Anglo-Saxon character is his salvation for the future of his race, and the thinkers among the Filipino people know and recognize this. Give us a defined status, and under it the continuity necessary for successful business. and all the rest will come. You can safely leave to the American and the Filipino the development of these Islands, for under such a condition the American and the Filipino will swing into line and present a solid front to all detrimental invasion or intrusions affecting the overwhelming wave of progress and development that will start and astonish the world the moment a fixed status is accomplished and continuity of effort is

### REORGANIZING COMMERCE BUREAU.

Mr. Huston stated that one lesson which had been taught him on this trip, which embraced Alaska. Siberia, Japan and China, was the fact that no nation is entirely independent and all must depend upon each other in some way. Regarding the Far Eastern service possibilities of the Bureau of Commerce. he thought that the Bureau should send more executives to this part of the world.

He stated that Secretary of Commerce Hoover, his chief, took the post only after he had been assured that he would receive a free hand to make a real Department of Commerce out of this branch of the government. This, Mr. Huston. said, is now being accomplished. As a first step toward reorganization, Mr. Hoover installed at the head of each of 24 commodity divisions an expert selected by the men in that line of business or industry. Business men. he said, should run a Department of Commerce. A lawyer, he added has no more business to direct the Department of Commerce than a business man has to head the Department of Justice. In conclusion. Mr. Huston said he had come here to learn what he could about business conditions in the Philippines and desired to obtain all the information possible, with a view to increasing trade between the United States and the Islands.

Dr. Evans said that one thing he had learned on this trip was the absolute necessity of having a stable government for the proper conduct of business. "You are entitled to such a government," he declared "and may you have luck in working for it." He also brought out the necessity of a universal, uniform and stable international currency.

### WOULD BENEFIT FILIPINOS.

Col. McCoy began his remarks by pointing out the importance of the Philippine problem, not only to the Filipinos and the Americans here but also the people of the United States. If we withdrew our sovercignty here, he said, American political prestige would suffer greatly. The impression would be created that the United States is in this part of the world merely for the small trade advantages she can get out of it. As a matter of fact, he added, Ameri-

(Continued on page 24)

# IN THE LAND OF THE LONG HEMP FIBER

By Kilmer O. Moe

Superintendent, Central Luzon Agricultural School, Muñoz, Nueva Ecija

Five years ago the Davao Gulf region was regarded as the most prosperous section of the Philippines. It was looked upon as the great Philippines Eldorado, where in a few months' time anyone, even from the most humble walk of life, could make his fortune. A lot of money was made, no doubt, and the district became prosperous for a time because the great staple, hemp, was soaring in price on account of the war. A Bagobo from the hills could strip enough hemp in a single day to pay all his living expense for a week, and then some. Labor was high and prices boomed. Then the war ended and the inflated balloon burst. Gone were the glimmering prospects of mushroom companies; gone was the great Eldorado with its tinsel and show and its golden promises.

But the country still remains. The Davao Gulf region is still the land of the long hemp fiber. Nowhere in all the world will you find the abaca plant so luxurious as on the gulf slope of Mount Apo. The hemp plantations spread over the side of the mountain like giant forests. I had seen Manila hemp grow before in Leyte and in the Bicol provinces, but nowhere like this. We walked through miles of hemp fields six meters tall and even taller. The clumps had twenty and more stalks to the hill, and their fronded crests met overhead, completely shutting out the light of the sun. We were glad to have a guide, for in the deep recesses of this forest of hemp one is about as helpless as in the most impenetrable jungle. Captain Burchfield, an old timer in the Davao hemp region, led us through and explained to us the mysteries of hemp culture.

## LABOR PROBLEM A GRIM FACTOR

There are many provinces that grow greater amounts of the fiber than Davao, but nowhere does the plant grow so luxuriently or is the fiber of better quality. The abaca lotes of Albay or Leyte are small, but in the aggregate produce much more fiber, due to the fact that these provinces are more densely populated and the hemp is planted over larger areas and stripped with greater care. In fact the labor problem has always been a grim factor in holding back the development of the industry. The stripping of fiber by hand is undoubtedly the hardest kind of manual labor in the Philippines. A few hours a day is all the average laborer can stand. The strain of pulling the fiber under the knife is killing. No wonder the hill man refuses to work at it for more than just enough to satisfy his simple wants.

This has led to a great deal of experimentation on the part of American planters, especially in the use of mechanical processes for the stripping of hemp. Abaca fiber is undoubtedly the best in the world, but it has a hard time to compete with sisal and maguey because these fibers can be extracted by machinery. Many are now convinced that the only hope for the industry in the Philippines is for some mechanical genius to invent a hemp stripper that will perform the work of stripping as well as it is now done by hand. The planters in Davao seem to have gone farther in this respect than those of other provinces, due no doubt to the scarcity of labor.

### THE MECHANICAL STRIPPER

We were taken to the heart of the plantation where the Japanese laborers were oper-

This article was written especially for the Journal by Mr. Moe after an extensive trip through Mindanao. He spent ten days in the Davao hemp region and had a good opportunity to study the industry at first hand. He has unbounded faith in the future of the fiber and believes that only advertising and business organization are needed to find new practical uses for it and give the industry a tremendous impetus. Mr. Moe is considered the most competent authority on practical agriculture in the Philippines. His school at Muñoz is a model of its kind and is known throughout the world.—The Editor.



In A Davao Hemp Field

ating hemp strippers by water power. These consisted of the ordinary spring knife, such as is used in the hand process-but with a revolving cone that caught the fiber and pulled it under the knife, thus relieving the operator from this backbreaking process. It is estimated that one man working with this machine can do the work of three stripping by hand and not work any harder.

Water power on the slopes of Mount Apo is very well distributed. There are numerous streams flowing through every plantation of any size, and these may be tapped for power almost anywhere because of the contour of the land. But where the water power was too inconvenient on account of the distance that the stalks had to be carried, the planters installed small gasoline or crude oil engines that pulled a battery of these machines in a central location while the laborers carried the hemp stalks in and prepared the material for the knives.

It is claimed by some that the fiber is injured because the steady pull under the knife does not allow for any easing up to meet obstructions as is the case with hand stripping. This the Davao planter denies, and offers to put up his machine-stripped

hemp against any hand product in existence. Whichever way the contention goes, it is certain that the gain in man power far outweighs any other considerations.

# MACHINERY WILL SOLVE THE PROBLEM

No matter from which angle you approach the difficulties that confront the hemp producer, you will always come back to the same thing—that the hand process must give way to the machine. It is comparatively easy to grow the hemp plant. The enormous areas that have been cleared and planted in the Province of Davao with an insufficient labor supply are proof ample that cultivation is not the main trouble. There are no figures available on the subject, but I suppose that a careful analysis would show that the elaboration under pr sent methods of procedure consumes at leaseventy-five per cent. of the cost of producing marketable fiber. Just think what it would mean to the fiber industry if the slow, back-breaking hand process could be replaced with adequate machines, as has been done in the case of sisal and maguey!

### ABACA FIBER AS A BASIC FABRIC

Manila hemp is a world commodity. The Philippines have a monopoly on the best cordage material in existence. It is rather strange that the demand should fall off the way it has in the last few years. A number of explanations have been advanced in regard to this condition, but the best is that of Hanson and Orth, American im porters of fiber. This firm points out th fact that Manila hemp is not used as extensively as it should be in the manufacture of useful commodities. It should be the basic fabric in the manufacture of articles too numerous to mention because it has the qualities of tensile strength and durability to a degree not found in any other vegetable fiber.

But this quality has not been properly exploited. The demand for cordage is the only one of any importance. In the Philippines, especially, the industry is crude and undeveloped. With the exception of the braid industry in Manila and the nearby provinces and one or two cordage factories we may say that the fiber does not enter into our industries except as raw material to be shipped out for elaboration elsewhere. Manila hemp is sent to Japan, for example, where it is made up into a thousand different articles for daily use. These are again imported into this country at many times the cost of the original material. The money goes to support Japanese industry and commerce. Why not use this raw material in greater quantities here for the purpose of supplying our own needs for fiber products?

### BUSINESS ORGANIZATION

We need more business enterprise in this industry. The possibilities of the fiber have scarcely been touched. Manufacturers don't use it because they have not been told of its advantages. It will take business organization and hard work to put the idea across, but once it is done the industry will be placed on a firm permanent footing. Take the abaca braid industry, for instance. There is no cheaper and better material for ladies' hats than this braid. Hats of this material would find a world-wide acceptance. But it will be necessary to replace the crude native coloring with softer tones

and to make them up in styles to fit the taste of the American purchaser.

With machinery to prepare the material and with business organization to handle the product, the fiber industry can be put on its fect. Albay, Leyte, Samar and the Davao Gulf region will then be able to enjoy a permanent prosperity instead of

the will-o-the-wisp phantoms that pay periodic visits to our shores. The Davao Gulf region is a Philippines Eldorado, to be sure, but it has not as yet been given a fair chance. When the world really finds out the uses to which abaca fiber can be put, then The Land of the Long Hemp Fiber will come into its own.

# Speaks Highly Of Local Americans

"I am more than agreeably surprised at the caliber and character of the Americans I have met here," declared Franklin Baker Jr., of Philadelphia, a well-known American manufacturer of desiccated coconut, who has just opened up a factory in Manila and who addressed the Chamber at the weekly luncheon of Wednesday, August 30. This, he declared, was the big outstanding impression he had received in Manila during his visit—the high quality of the men who are representing American business in the Philippines.

"People in the United States," he conunued, "do not realize what you have here and what little influence you have. As a people we haven't attained that broad grasp of American business expansion necessary to realize what the Philippines really mean to us. Opportunities are here in abundance, but apital is needed to take advantage of them. Capital, however, will not come in large amounts until the people of the United States are convinced that America is going to hold these Islands.

"The fault for this lack of knowledge, it seems to me, lies with the Americans here, because they have not stated their case strongly enough to erase any doubt people may have had of the desirebility of the Islands as a national business asset. All he Philippine publicity agents in the United States seem to be on one side.

"We in the United States are also faced with some very grave problems. It is difficult to analyze ourselves—to decide whether we are at the crossroads of democracy or not. Undoubtedly something big sgoing on in our social and industrial system. We cannot shut our eyes to it. It looks like a case of the mass versus the individual. The mass is rising and the individual is sinking. It is almost mass rule when the employer can not run his plant as he wants to and cannot decide what wages to pay. Where it will all end, is

a big question, but I have faith in America. "We have come to be a great nation and a great people by the working of the law of the survival of the fittest. Individual effort has been the cornerstone of our national efficiency. Now there appears an undercurrent of men who are threatening

the control of the individual to an extent that constitutes a menace to our institutions and our democracy. However, I believe we shall pass through the ordeal triumphantly, for I have an abiding faith in the common sense of the American people and they have shown by their behaviour in the past that they know how to deal with all real dangers to the safety and prosperity of the Republic."

BOOSTS PHILIPPINE EXPOSITION
Mr. Baker closed his remarks with an
appeal for support of the international exposition to be held in Philadelphia in 1926
to celebrate 150th anniversary of the signing of the Declaration of Independence.
He presented the following letter from the
president of the exposition board, John F.
Lewis:

THE SESQUI-CENTENNIAL EX-HIBITION ASSOCIATION Bellevue Stratford, Philadelphia.

June 9, 1922.

TO WHOM IT MAY CONCERN:-

Having been advised that Mr. Franklin Baker, Jr. one of the prominent citizens of Philadelphia, is about to go to Manila, we take the opportunity of accrediting him for the purpose of announcing that the 150th anniversary of the Signing of the Declaration of Independence will be celebrated in Philadelphia in 1926, by the holding of a national and international Exhibition intended to show the progress of the World in every field of human endeavor during the past century and a half.

The plan and scope of the Exhibition are being worked out and will include a portrayal of achievements "in art, science and industry, in trade and commerce and in the development of the products of the air, the soil, the mine, the forest and the seas."

JOHN F. LEWIS, President.

Mr. Baker left for the United States the first part of last month.

# Lumbang Oil Excellent As Paint Base

Lumbang oil, commonly known as candlenut oil outside of the Philippines, was the subject of an interesting address made by Dr. A. P. West of the Philippine Bureau of Science at the regular Wednesday luncheon of September 13. Dr. West illustrated his talk with samples of lumbang oil products, principally paints and varnishes, and with figures on a blackboard.

Lumbang oil is not a leading Philippine product, but it has practically the same qualities as linseed oil and makes an efficient substitute for that oil. In one respect it is superior to linseed oil, namely when

used in varnish. Tests made by Dr. West show that while linseed oil varnish stands up under the bending test as well as varnish made of lumbang oil, the latter passes a more satisfactory test when boiled.

Oils are composed of two principal classes of ingredients, Dr. West stated: glycerine and fatty acids. The glycerine is a constant component, but the fatty acids vary in quantity and character and give the oil its characteristics. In general, there are three kinds of oil—volatile oils, such as essential oils of flowers, used mainly for perfumes and which evaporate very rapidly; non-volatile

oils, which are non-drying and to which class the edible oils belong; and the drying oils. such as linseed, lumbang, and the socalled Chinese and Japanese wood oils. Linseed oil is the standard for this class of oils.

Dr. West's experiments and tests have been centered principally on a comparison of lumbang oil with linseed oil, the commercial base of paints and varnishes. The chemical analyses of the two oils compare as follows:

Glycerides Linolenic Linolic		Linsee 39.7 31.4
Oleic Solid	56.9	18.3 9.7
Total	99.8	99.1

The higher a glyceride appears on the above table, the greater its drying power.

The greatest drawback to the lumbang oil industry is the fact that the tree from whose nuts the oil is made is so widely scattered in the Islands. It does not occur in large groves, principally for the reason that it has not been systematically cultivated. In four years after planting it attains a diameter of eight centimeters. Each tree yields from 5 to 30 kilos of oil per year. In 1918, lumbang oil to the amount of 184,000 kilos and valued at #129,800 was exported. Dr. West advocated the establishment of lumbang plantations, where large numbers of trees could be grown in limited areas. There are two kinds of lumbang oil tree in the Islands, and Chinese and Japanese "wood oil" trees belong to the same species. Strangely enough, the chemical composition of the Chinese and Japanese oils differs greatly from that of the Philippine oils, and the latter differ considerably from each other. In physical appearance linseed oil and lumbang oil are similar, except that linseed oil is somewhat lighter in color. A sure and easy way to differtiate the oils chemically is to obtain their index of refraction, which is much smaller for lumbang than for linseed oil. This can be done by any chemist in a few minutes.

Boiled oil dries much quicker than raw cil, as does oil through which air has been blown for a considerable period of time. Another way to increase the drying properties of an oil is to mix it with manganese or some other compond. Usually all three methods are used.

Commercial paint is composed of pigment, turpentine and drying oil. Tests were conducted by Dr. West with many oils and mixtures producing paint. In all these tests lumbang oil proved to be as good as linseed oil. and in the case of varnish as specified above, showed a slight superiority. These tests, however, Dr. West emphasized, do not constitute a guarantee that the same results will be obtained on a large, commercial scale. They are merely laboratory experiments.

If air is blown gently through lumbang oil at a temperature of 100 degrees, centigrade, the oil dries and finally solidifies. If a substance, called a catalyst, is mixed with the oil and hydrogen is passed through it. the oil solidifies in a white, solid mass. The catalyst used in the case of lumbang oil was nickel.

Printing ink made from lumbang oil could hardly be distinglished from ink made with linseed oil as a base.

All the tests conducted by Dr. West and the Filipino assistants under his direction tend to show that for all practical purposes lumbang oil should prove an acceptable substitute for linseed oil.

# Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. PERKINS, General Counsel of the Chamber.

FOREWORD:—The Supreme Court of the Philippine Islands, composed of nine members, is the Court of last resort for nearly all cases arising in the Islands. A very few are appealed to Washington, from time to time, such cases generally depending upon the construction of some clause of the Constitution or of some Treaty or Act of Congress. The Supreme Court sits in Manila en banc and in divisions. There are two divisions, one composed of four justices and the other of five. Many of the cases disposed of by the Court are handled in division and such divisions are not ordinarily published. It is only when it sits as a body, en banc, that the decisions are published in the Official Gazette and become precedents for future guidance. Such decisions, as reported from time to time in the Official Gazette, will be noticed in these columns by quoting from the syllabus of the case, when considered to be of interest to the American business community or when relating, in general, to the commerce and industry of the Islands.

### ORGANIC LAW

1. Organic Law.—By the organic law of the Philippine Islands and the Constitution of the United States, all powers are vested in the Legislature, Executive and Judiciary. It is the duty of the Legislature to make the law; of the Executive to execute; and of the Judiciary to construe the law. The Legislature has no authority to execute or construe the law; the Executive has no authority to make or construe the law; and the Judiciary has no power to make or

execute the law.

2. Power—Subject to the constitution only, the power of each branch is supreme within its own jurisdiction, and it is for the Judiciary only to say when any Act of the Legislature is or is not constitutional.

3. Constitution.— The Constitution is

3. Constitution.— The Constitution is something solid, permanent and substantial. Its stability protects the rights, liberty and property rights of the rich and the poor alike, and its construction ought not to change with emergencies or conditions.

4. Power Vested in the Legislature.—By the organic act and subject only to constitutional limitations, the power to legislate and enact laws is vested exclusively in the Legislature, which is elected by a direct ote of the people of the Philippine Islands.

The United States vs. Ang Tang Ho, XX
Off. Gaz. pp. 1518-1519, July 20, 1922.

### RAILROAD CROSSINGS

Railroad Track, a Signal of Danger.— Held: Under the facts stated in the opinion, that the defendant was not guilty of criminal negligence; that a railroad track in itself is a warning or is a signal of danger to those who go upon it. Persons crossing a railroad track are bound to recognize the existing danger, and to make use of the sense of hearing as well as of sight. If a person neglects to recognize that fact and ventures blindly and care-lessly upon the track, without any effort to ascertain whether a train is approaching, such act must be at his own risk; such conduct on the part of the person crossing a railway track is in itself an act of negli-A person crossing a railroad track, either at a regular crossing or elsewhere, should do so cautiously and carefully. He should look and listen, and do everything that a reasonably prudent man would do before he attempts to cross the track. If he fails to use his senses, he is negligent, and others who have acted legally should

not be punished for his lack of care.

The United States vs. Juan Mananuil,

XX Off. Gaz. p. 1568, July 25, 1922.

### RAILROAD RESERVATIONS

Railroad, Reservation of Public Lands for the Construction of—Held: Under the facts stated in the opinion, that a reserva-tion made by the Governor-General under the provisions of Act No. 648 of public lands

for railroad purposes, is legal; that the Governor-General is authorized to reserve public land for specific public uses; that railroads may properly be termed public highways, whether constructed by the Government itself or by the agency of corporations or individuals under legislative ations or individuals under legislative authority. A railroad is a public necessity, a factor indispensable to the economic development and material welfare of the country. Railroad corporations are empowered by law to exercise the right of eminent domain. Whatever is beneficially employed for the commuity at large is a

public use. Leoncio Seña y Medina vs. The Manila RR. Co. et al., XX Off. Gaz. pp. 1591-1592, July 27, 1922.

### AUTOMOBILE LICENSE

Automobile License; Transportation Company License-A motor vehicle license is not a license to do business as a transportation company—as a common carrier. The former is obtained from the Insular Government; the latter is obtained from the local or municipal government. The former is a license to own motor vehicles; the latter is a license to operate those motor vehicles as a common carrier or transportation company. The former is a tax on the motor vehicle, while the latter is a tax on the business of the transportation company operating motor vehicles.

The Zamboanga Transportation Co. vs. The Municipality of Zamboanga, XX Off. Gaz. p. 1637, August 1, 1922.

### NATURAL CHILDREN

1. Natural Children.—There are two kinds of Natural children: (a) Natural children proper, and (b) natural children by presumption. The former are those born out of lawful wedlock of parents who, at the time of conception of such children, could have been according to the children could be conception of such children, could be conception of such children, could be conception of such children, could be conception of such children. have married with or without dispensation. (Art. 119, par. 2, Civ. Code.) The latter are those acknowledged by the father or the mother separately if the acknowledging parent was legally competent to contract marriage at the time of the conception. (Art. 130, Civ. Code.)

Acknowledgment of Natural Children. -Where the acknowledgment of a natural child made by the mother is contested on the ground that such child was begotten by a man who, it is alleged, was not legally competent to contract marriage at the time of the child's conception, any evidence tending to reveal the name, or show the identity of the father is inadmissible, as that would be an investigation of the paternity, which is prohibited by the Civil Code. It is prohibited to investigate the paternity of illegitimate children, whether natural or not, except in the cases mentioned in articles 135 and 140 of said Code.

- 3. Admission of Paternity.—The doctrine followed by this court in the matter of the Estate of Enriquez and Reyes (29 of the Estate of Enriquez and Reyes (2) Phil. 105), is not applicable to the case at bar. In that case the parties had agreed on the identity of the father and there was no question as to who the father was, while in the present case the identity of the father is not admitted, the appellant attempting to prove who he was, with the objection of the appellee, which is prohibited
- 4. Investigation of Maternity.—When the acknowledgment of a natural child is made by the father, any evidence is admissible to establish the identity of the mother and the fact that she was not, at the time of conception, legally competent to contract marriage, and that, therefore, such child does not have the status of a natural child (Decisions of the supreme court of Spain of June 9, 1893, and April 23, 1904).
- 5. Adoptive Children; Natural Children; Right of Natural Mother to Succeed.—Under section 768 of the Code of Civil Procedure, the inheritance of a natural child accrues to its mother, who has acknowledged it as such, and not to the persons who have adopted it in accordance with the provisions of said Code, where it is not shown that the said natural mother was at the time of conception legally disquali-

fied from contracting marriage.

Micaela Borres and Pascual Barza vs. The Municipality of Panay, XX Off. Gaz. pp. 1653-1654, August 3, 1922.

### BROKERAGE COMMISSION

- Commission Not Earned.-Where plaintiffs, as a commission for their services, are to have one-half of the profits out of each contract to be paid by the company which is entitled to the other half, until such time as the company has made a profit on a given contract, plaintiffs' commission is not earned, and they cannot recover.
- 2. No Profit Through the Mere Signing of a Contract.—Under such a state of facts, there is no profit through the mere signing of the contract by the purchaser and its acceptance by the company. Until such time as the company realized a profit on each contract, there is nothing to share or divide.
- 3. Valid Tender.—Where no tender is made before the action was brought and none is alleged in the answer, a tender of the principal sum made about one year later, to be valid, should include the interest, if any, and accrued costs.

L. P. Fiege and E. E. Brown vs. Smith,

Bell & Co., Ltd., et. al., XX Off. Gaz. p. 1678, August 5, 1922.

# Preparing For Commercial-Industrial Fair During Next Carnival

A beautifully printed and useful prospectus of the Commercial-Industrial Fair to be held in connection with the 1923 Manila Carnival, February 3 to 11, is being prepared and will be ready for publication about the middle of this month. Twenty thousand copies of this booklet, which will also be a miniature trade directory of the Islands, will be distributed all over the world.

The Commercial-Industrial Fair will hereafter be an annual feature of the Carnival. Last year saw its beginning, and a very creditable showing was made. considering the financial depression. It is hoped that this year a larger number of exhibitors will materialize, particularly from foreign countries. It is also expected that many visitors will be attracted to the Fair because of the early and widespread publicity being given to it.

The prospectus now being issued will contain 44 pages and will be a useful handbook on the Philippines in general, aside from its value as an advertising medium for the Carnival and the Fair. Besides numerous

good sketches and photographs of the Carnival City, the exhibits and some of the more salient features of last year's event, there-will be several sections devoted to individual products such as hemp, copra, sugar, etc. Information for exhibitors will be complete but brief and to the point. Then there will be a trade map and trade statistics, giving those abroad an idea of the potential resources and trade of the Islands. Under each item will be a list of the leading dealers in that commodity, alphabetically arranged. Imports will have a special section, with a list of the principal importers. Other topics to be treated separately are

tion, with a list of the principal importers. Other topics to be treated separately are "Purchasing Power of the Philippines," "Investment Opportunities," "Hotels," etc.
Profusely illustrated and well printed,

Profusely illustrated and well printed, this publication ought to prove an excellent medium for spreading the fame of Manila's big annual fiesta and of the Commercial-Industrial Fair which will from now one a regular feature of the Carnival. Those further interested in the booklet or in the Carnival in general are requested to address the Director General. Philippine Carnival, Manila.

# With the Chamber's Special Sections

### BUILDERS' SECTION

A regular meeting of the Builders' Section was held on Monday, September 11, the following members being present: C. G. Wrentmore. chairman; G. H. Hayward, W. M. Butts. C. G. Gabelman. A. G. Hillberg and F. E. Hedrick. Mr. Alcantara was also present.

It was agreed that a number of suggestions and recommendations be made to Superintendent of Construction Inspection Garrido, of the City of Manila, based on the data and information he had furnished.

It appeared that the total amount collected for building fees last year was #119,000 as against expenditures of #36,000, thus indicating that builders are paying #83,000 in fees for the support of other industries, in addition to the regular taxes. It furthermore appeared that while the strong material builders contributed #95,400 in fees and #5,800 was spent on inspection of this class of buildings, the light material builders contributed only #9,615 while #10,880 was expended for inspection of this class of construction.

The Section recommended the employment of a higher grade of men in checking reinforced concrete estimates and that control of sanitary and plumbing designs be placed in the office of the City Engineer. Pending legislative action to this end, the Section recommended that the Bureau of Health delegate an inspector to sit in the office of the City Engineer with authority to pass upon sanitary and plumbing plans, thus avoiding delays.

On Monday, September 18, another meeting of this Section was held. Those present were Chairman Wrentmore and Members A. G. Hillberg, W. M. Butts, W. J. Odom and F. E. Hedrick. The subject of discussion was the condition of the Manila streets. It was the consensus of opinion

that the streets are in worse shape than they have been for many years, although more money has been expended on them than previously; that the work on them is not substantial and tended to their destruction; and that the only way in which they could ever be kept up to standard would be to have the work done by some corporation that could handle the proposition.

The matter of recommendations to the Superintendent of Building Construction was again taken up and a committee consisting of G. Hayward, F. E. Hedrick and W. M. Butts was named to frame the recommendations and incorporate them in a letter to the Superintendent.

## EMBROIDERY SECTION

The regular monthly meeting of the Embroidery Section was held on Thursday, September 7. The following members were present: J. S. Conrow, chairman; Mrs. Alice M. Miller, Robert E. Murphy, R. Geraus, S. Davis Winship, Mrs. Mae C. Wood, E. Ford Hickman, and J. Leonard Johnson William H. Beusse was also present.

Mr. Murphy reported that the committee on propaganda for getting a better grade of embroidery is making progress.

The report of the Director of Education in reply to the complaint made by the Chamber in regard to the competition offered by the Bureau in the embroidery industry, was read and discussed. The original committee, consisting R. E. Murphy. chairman; Mrs. Alice M. Miller and Walter Robb. was relieved, on motion of Mr. Murphy. and a new committee, composed of R. Geraus, chairman; Mrs. Alice M. Miller and Mrs. Alex. Wolff, was appointed to consider the report of the Director of Education.

### TRADE OPPORTUNITIES

No. 19.

A firm in Cincinnati, Ohio, manufacturers of laundry and dry cleaning machinery particularly adapted for steam laundries in hotels, hospitals and similar institutions, desires business connections in Manila.

No. 20.

A Buffalo firm manufacturing furniture, automobile and metal polish, machine oil and auto top and leather dressing, desires a representative for its goods in Manila.

No. 21.

An exporting firm in San Francisco desires to establish business connections with Manila importers of beans, particularly garbanzas.

No. 22.

A member of this Chamber writes from Cebu that he is in a position to furnish first group railroad ties. He can supply 100,000 on short notice, either sawn or hewn.

### MAJ. ASH TALKS TO MEMBERS

On Wednesday, September 20, Major J. E. Ash. U. S. A., addressed the Chamber on the subject of "Medical Aspects of Certain Social Problems." The talk was an extremely interesting one and brought out a large attendance of men. It is of such a technical nature, however, that we regret not being able to reproduce it.

# NEW U. S. BILL OF LADING GUARDS AGAINST PILFERAGE

Washington, July 11.—The United States Shipping Board to-day announced that the Board of Trustees of the Emergency Fleet Corporation has approved the general clauses of the general cargo North Atlantic United Kingdom form of bill of lading for use in all bills of lading covering shipments in Government-owned vessels.

The form adopted is much more favorable to shippers than bills of lading now in use. All references to theft and pilferage are omitted, which means that vessels of the Shipping Board undertake to deliver all shipments intact, and that whenever any portion of a consignment of goods is missing the shipper will have a bona-fide claim for loss in transit instead of a lawsuit to recover damages.

The new bill is quite brief compared with the voluminous documents usually presented to prospective shippers. It has eleven short sections in addition to the general exception clause and the provision for payment of general average.

It conforms generally with the export bill of lading recently promulgated by the Interstate Commerce Commission. It is being put into use as rapidly as possible and will be in general use within sixty days.

## NEW MEMBERS

### Associate

Lorenzo Tremper, 1038 Herran, Manila. O. O. Hanson, 9 Plaza Moraga, Manila. R. C. Pitcairn, Silay, Occidental Negros.



EDITORIAL OFFICES

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideas and opinions to which expression is given

Vol. II

October, 1922

No. 10

### THE NEW LEGISLATURE AND BUSINESS

Middle of this month the new Philippine Legislature begins its sessions. It is by far the most interesting convocation of that body, as for the first time in Philippine history its members are divided into three distinct political groups, each about of equal strength. The balance of power does not rest with any one party, while in the past the Nacionalistas have had full sway and control. This situation is bound to give rise to interesting situations. It is also likely to cause more politics to be played than ever before. The legislators should see to it that the country's industrial and economic welfare is not sacrificed for the sake of political measures and expedients.

All chambers of commerce and similar organizations should keep in close touch with the doings of the Legislature. The general business interests are much alike, irrespective of nationality. All want a square deal and all want to be given due consideration as important factors in the general progress of the country. Business is such an important factor in the country's welfare that the Legislature should quite properly consult local business interests and organizations in the consideration of all measures affecting local commerce and industry.

Let the dead past bury its dead. If complaints over the actions of past legislative sessions exist, they could probably be as justifiedly directed at the business community as at the members of the Legislature. We are entering a new era of better understanding and constructive performance. With the executive branch of the government, the Legislature and the business community working together toward a common end, substantial progress should be made and the Philippines placed more definitely and more firmly on the world's commercial map.

There should be nothing essentially antipathetic or hostile between the members of the Legislature and the business community. Both are fundamentally interested in the welfare of the country and its people, and both are conscientiously working toward that end. Cooperation between the two would simplify matters greatly and lead to greater satisfaction all around.

### WHERE ARE THE PHILIPPINES?

A letter has just been received by a local business house addressed "Manila, Philippine Islands. Africa." It is no uncommon occurrence for local firms or individuals to receive mailed matter whose senders labor under the delusion that Manila and the Phil-

ippines are located in South America. Cuba, Porto Rico or Hawaii. Illustrative of the popular ignorance of geography outside of the boundaries of the home country, state or county, is an announcement on the front cover of the August issue of McClure's Magazine to the effect that "The Crimson Corpuscle, an enchanting novelette of the Philippines." may be found inside, when, as a matter of fact. the story doesn't mention a word about the Philippines and the scene of its action is laid in the Hawaiian Islands. In fact the story is called by the editor "a tale of love and superstition in Honolulu."

Evidently the terms Philippines, Hawaii. Manila, Honolulu, Cuba, Porto Rico, etc. represent to some people a rather ill-defined region where palm trees grow, under which scantily-clad natives sit playing ukuleles while on a nearby lawn a voluptuous female in a grass-skirt performs an undulating, sinuous dance. To such people geography is not an exact science-rather is it a matter of sentiment, an emotion as it were. In their geographical scheme of things, all tropical or semi-tropical regions are bunched together in one corner of the world, and not a very large or important corner at that. The Philippines are the section where Dewey sunk the Spanish ships some years ago, where Aguinaldo led Funston a merry chase over the mountains and where Pancho Villa, the prize-fighter, hails from; Porto Rico was placed on the map by a brand of cigars; Hawaii is the natural habitat of the grass skirt and the ukulele; Cuba is the rum-hound's paradise and the home of the Havana cigar; South America achieves importance in the popular mind only in exact proportion to the number of revolutions it manages to stage in a given period of time; Central America is commonly regarded as a rather good-sized banana patch; the South Sea Islands are inhabited by beautiful, bronze-colored maidens, somewhat shy on morals and against whose wiles itinerant Caucasian authors must exercise most (according to their own stories) laudable self-control.

These are only minor differentiae, however. By and large these places are classified in the same general category and, hence, locality—in much the same way that maccaroni, spaghetti and vermicelli are regarded as belonging to the same general species of the noodle family. It is no wonder, therefore, that the average letter dispatcher in the United States isn't over-particular of the address when he sends off a missive to any one of this group of palm-bedecked and sun-bathed countries. He probably has a sneaking notion back of his head that the letter carrier over there covers them all in one beat.

Of course, that sort of thing should be remedied. But how are you going to do it successfully? That is a problem that requires much time and much money. We have the time to spare, but the money is lacking. How many people are willing to support such a campaign of education with their hard-earned dollars? Somehow it is difficult to convince people that it will pay to teach the average bank president in the United States, not to mention the magazine editors, that Manila is something besides a brand of wrapping paper and that the Philippines and Cuba are not located on the same side street. Our own idea of such an educational campaign would be to have Pancho Villa announce the location, size and general description of the Philippines in a five-minute speech every time he appears in the ring.

### TAXATION IN THE PHILIPPINES

Those who would still further increase taxation in the Philippines make the point that this is the lowest taxed country in the world. That depends upon how you look at the situation—whether you regard it from a theoric standpoint or from the practical standpoint, the way in which it actually works out.

Take for example the one per cent tax on gross sales. The theorist will simply regard it as a one per cent tax, but the practical business man knows that it is seldom less than two per cent and sometimes as high as five per cent, depending upon the number of intermediaries an article or commodity passes through before it reaches the final consumer. In the case of an imported article, the importer pays his one per cent, then, in many cases, the jobber or wholesaler then retailer. Rice is another commodity on which four or five one per cent taxes are collected by the government

before it reaches the consumer. It would probably be no exaggeration to say that all merchandise handled in the Islands pays on an average close to three per cent taxes. If that is a small impost, then other countries are indeed unfortunate when it comes to taxation

Looking at the situation from a practical standpoint. the Philippines are taxed heavily enough—perhaps too heavily for the good of the business community. If the government needs more funds to carry on, let it effect economies in is own ranks. If it doesn't know how, a committee composed of average business men will show it how. What with the past two lean years and the heavy losses suffered by nearly all lines of business and industry, this is no time to increase taxation and make the burdens of the average business man in the Islands still heavier. Give business a chance to recuperate. When it gets on its feet, the whole country will benefit. Strangle business or confront it with still further difficulties or obstacles, and the Islands will have a hard time getting out of the economic depression.

Let us have common sense and practical knowledge and less theory in our government policies.

# EFFECT OF THE COASTWISE LAWS

The Secretary is in receipt of a communication from Winthrop L. Marvin, vice president and general manager of the American Steamship Owners' Association, in which Mr. Marvin gives assurance that the service requirements of the Philippines will be well taken care of in the event that the American coastwise laws are extended to the Philippines. It will be recalled that the brief of the American Steamship Owners' Association on the application of the coastwise laws to the Islands, prepared by Mr. Marvin, appeared in the June issue of this Journal. Mr. Marvin now writes:

When the President applies the coastwise laws to the Philippine commerce, you will find that strong American steamship organizations, on both the Pacific and Atlantic coasts, are ready to furnish an adequate and dependable service. We invoke your own cooperation in this event.

The examples of Porto Rico and Hawaii show that once established the American shipping companies give a more efficient service than the Island possessions had had before. It is our earnest ambition to render the same service to the Philippines.

You may be interested to know that at the present time the freight rates on staple commodities to Porto Rico within the coastwise trade are lower than rates on similar commodities going to British islands nearly. This may not always be the case, but the assertion of our foreign enemies that there will be enormously increased freight rates under the coastwise law, is without justification in experience.

The above facts should answer some of the principal objections to the application of the coastwise law advanced by opponents of the measure locally.

## A REAL MENACE

The discovery recently made by Dr. Leach of the Rockefeller Institute and Dr. Haughwout of the Philippine Bureau of Science that about 90 per cent. of the population of these Islands is afficted with hookworms, points to a grave economic drawback. While only a comparatively small proportion of those harboring hookworms suffer severely from hookworm disease, the fact that the worms are so prevalent naturally leads to great susceptibility and no doubt has its undesirable physiological and psychological effect upon the masses.

Presence of the hookworm in the human organism leads to mental and physical apathy. It produces a species of pathological laziness as distinguished from the natural laziness commonly regarded as a fault of character. The efficiency of the individual is thus considerably reduced, and hence the efficiency of the mass. The Filipino has in the past not been rated high in the scale of labor efficiency, but it would appear now that this is a condition brought about by extraneous causes of a physical nature. Remove the hookworms in the body of the Filipino and his efficiency as a worker will be greatly enhanced.

Fortunately a remedy and a course of effective treatment have been discovered. It now only remains to apply this remedy and this treatment to an extent sufficient to banish the hookworm as a grave economic menace to the country. The Rockefeller Foundation will doubtless help to a certain extent, but cooperation on the part of the local government and people is necessary.

Here we have another example of how science and business can work hand in hand toward economic progress, and, incidentally, we have an excellent demonstration of the utility of the work being done quietly and unostentatiously by the men of the Bureau of Science, which Bureau not many years ago was regarded by the Harrison administration as a worthless appendage of the government.

### RADIO IN THE PHILIPPINES

Splendid vistas of utility. progress and education are opened up by the news that radio communication is about to be taken up on a practical, commercial scale in the Philippines. Wireless telephony, which has taken the United States by storm in the past year, has almost limitless possibilities in these Islands.

This Archipelago composed of some 3,000 widely scattered islands, lacks adequate means of communication. Thousands of communities are left in dense ignorance of the world and its progress because of this lack of communication. Cable and telegraph lines do not cover the Philippine group thoroughly, and, moreover, this means of electric communication is expensive. Steamship and railroad lines connect only the principal ports and the municipalities of the most thickly settled regions. The average Filipino community is out of touch with the rest of the world for a good part of its existence.

Radio would work a marvellous change. Every hamlet, no matter how distant from the capital, could be placed into instantaneous touch with the center of the country's business, industrial, social and educational activities. Exchange quotations could be sent out. Farmers could be informed daily of the prices of their products in the principal markets. News could be supplied continuously. Lectures on all imaginable topics could be broadcasted. Campaigns could be conducted. The government could distribute its communications at a minimum expense of time and money. Concerts could be given simultaneously in all sections of the Archipelago. In short, the country could be, and would be, made into a more homogenous, more active, more progressive, more efficient whole. Civilization would receive a tremendous impetus in these Islands of the Far Pacific.

We are looking forward with interest to the practical workings of radio in this Archipelago. Certainly the field for it is large. We need such a means of communication much more than continental countries and its possibilities here are overwhelming. Let us hope that the dreams of those who see in radio a new and important force for progress in these Islands will be realized.

### OUR NEW QUARTERS

Sometime this month the new quarters of this Chamber, comprising the major portion of the second floor of the building whose ground floor we now occupy, will be opened. More spacious and more airy than the old premises, the new quarters will also have many features that should make them more attractive to the membership at large.

One of the principal attractions will be the ladies' room, downstairs off the main lobby. This is a convenience that ought to bring many of the women folk to the Chamber during the shopping hours for a cup of tea and a chat. It will be a place to meet and rest, away from the noise and the throngs of the Escolta, yet only a step distant from that principal shopping thoroughfare.

With an improved and enlarged restaurant and bar, ample lounging space, a growing library and generally more attractive surroudings, the new quarters should partake more of the atmosphere of a club than has been possible in the past.

In this town the American Chamber of Commerce should become the actual American community center. Nearly all local American activities at the present time center in the business field. As a matter of fact, the Chamber has already done more in the way of bringing different classes of Americans together than any other single factor since American occupation. The opening of the new quarters will doubtless stimulate this tendency and result in more united and more constructive effort than has ever before been possible.

# "Foolish Wives"

the super-jewel production to be shown at the EMPIRE THEATER beginning October 9, 1922, is the first real million-dellar picture.

It is a story of Monte Carlo, the scene of so much notorious revelry. where wine dance and gambling, are the order of the day. It is a story of intrigue and deception and of love and forgiveness.

Not only are the private house parties with their bizarre crowds and their games of chance depicted, but the methods of international crooks and social vampires, both male and female, are exposed in telling scenes.

> Don't forget the date, **OCTOBER 9. 1922.**

And the Place **Empire Theater** 



Why allow your car to become unsightly with rust, stains, tar. grease, etc?

We are equipped to give your car a thorough cleaning with a nice new coat of paint at moderate cost.

Come in and see us

GENERALAUTOMOBILEAND ELECTRIC REPAIRS

# GALL & CLAY, Inc.

548-554 San Luis, Ermita **TELEPHONES 1812-1910** 

# Review of Business Conditions For September

### THE UNITED STATES

Both the coal strike and the railroad strike were settled during the month of September, although the bituminous coal workers had already agreed to a settlement by the end of August just after this review went to press. The anthracite miners of Pennsylvania, however, held out longer, but finally yielded to the proposals of Senators Pepper and Reed, which include a special Anthracite Commission to investigate and miners return to the wage scale of March 31, 1922, which is extended to August 31. 1923. In the meantime a shortage of freight cars developed and some of the mines could not resume to full capacity because of this situation. Bituminous coal production in the last week of August, however, was about 6,250,000 tons as compared with 4,579.000 tons the week before.

The railroad strike was settled after lengthy conferences that commenced on September 6 in Chicago and ended on September 15. Previous to that Attorney General Daugherty had secured an injunction against the strikers from a Federal judge in Chicago. President Gompers of the American Federation of Labor threatened impeachment proceedings against the Attorney General, but nothing came of this threat.

President Harding vetoed the soldiers' bonus bill, and the veto was overridden by the House but was upheld by the Senate, the House but was upheld by the Senate, where the two-thirds majority against the veto lacked four votes. The President signed the Fordney tariff bill, imposing a two cent duty on coconut oil and 2.29 cents a pound duty on sugar, with 1.76 cents on Cuban raw sugar.

National Banks in the United States showed a record currency issue, notes outstanding amounting to \$726.000, 600, the

outstanding amonting to \$726,000,000, the highest in history. General business conditions showed slight improvement and the stock market marked time, except for a slight setback at the end of the month, due to the European troubles over the Dar-

Politically, the outstanding development was the result of the Maine elections, showing a reduced Republican majority. Senator La Follete won the Republican nomination in Wisconsin by a large majority, the largest in the state's history, and his victory was hailed as a "wet" triumph. Senator Henry Cabot Lodge easily won renomination in Massachusetts.

The Shipping Board sold its fleet of wooden ships, costing \$300,000,000. for \$750,000.

### REVIEW OF THE EXCHANGE MARKET

BY STANLEY WILLIAMS Manager, International Banking Corporation

Our review for the month of August closed on the 25th of that month with banks' selling rates for New York exchange quoted at 2% premium for demand drafts and 2-3/4% premium for telegraphic transfers. The market was unchanged on the following day, but on Monday, the 28th, was 1/4% lower and then gradually weakened until it reached 1-1/4% for demand and 1-3/4% for cable on September 5. It remained practically unchanged at that level until the close of this report on September 25, although business was done in both usances in some instances at 1/8%

On the whole the market has been dull and quiet, especially toward the close of

and quiet, especially toward the close of the period under review, with a very slack demand and not many bills offering. The London cable rate in New York, quoted at 447-1/2 on August 25, fell grad-ually away to 445-3/4 on August 28 and then reacted to 447-1/2 on September 2. It then weakened off until it reached 442-1/8 on September 13, but reached to 443-1/8 on September 13, but reached to the 15th and after easing and touching 441-3/4 on the 18th, again firmed up to 443-3/8 on the 20th.

It once more touched 441-3/4 on the 22nd and closed on the 23rd at 442-1/8.

Silver, which closed on August 24 at 35-1/8 spot 35 forward, has fluctuated between 35-1/8 and 35-5/8, ready and forward, which it touched on September 5. The closing quotation on September 23 was 35-3/8, spot and forward.

Sterling cables were quoted locally at 2/2-9/16 on September 25, and the banks' buying rate for three months sight credit bills was 2/3-3/8.

Telegraphic transfers on other points were quoted nominally at the close on September 25 as follows:

Paris	615
Madrid	159.
Singapore	106
Japan	99
Hongkong	
Shanghai	63
India	168
Java	127

# REVIEW OF THE HEMP MARKET

By H. Forst. Vice President and General Manager, Macleod & Co., Inc.

Notwithstanding the very heavy receipts such as we have had, the world markets for Manila fiber ruled steady to firm. While it is true that at one time prices gave way in New York and sales were made as low as 6-5/8 cents per lb. for I, we have every reason to believe that the volume of business done at this low figure is comparatively insignificant. The American market in the meantime has recovered, and prices are just about the same as at the date of our last report, excepting that F and higher grades show a slight gain. The London market up to within a few days ago ruled quite firm, but at writing is easier and business checked through prices asked. Locally, prices are being well maintained, and as a matter of fact are above those ruling in consuming markets. The result is that we once again face a deadlock between buyers and sellers.

During the period from August 21 to September 25, the Islands produced 137, 215 bales of hemp—a weekly average of slightly over 27,000 bales. While these receipts must be considered as very heavy-shipments are even larger, and for the five weeks under review aggregate 169,-069 bales. Stocks have therefore been reduced by roughly 32,000 bales. and on September 25 show as 190,642 bales, which compares with 343,000 bales at the same

period last year.

From the statistics given below it will be noted that shipments to the United States total 91,000 bales. A very large percentage of this consists of medium grades such as J, G, H & S3, which at prices lately ruling, made it possible for them to compete with the price of sisal. If local prices continue to advance it is safe to predict that the consumption in the United States will fall off very materially, and manufacturers of binder twine will again resort to the use of sisal.

### SHIPMENTS

	1922 Bales	1921	Aug. 21 to Sept. 25, 1922 Bales
Atlantic U. S.	240,875	68,943	59,428
Pacific U. S.	227,803	123,159	31,938
U. K.	214,083	146,115	41,842
Continent	68,938	37,130	9,195
Japan	139,779	100,012	18,702
Australia	16,318	20,071	1,988
Elsewhere & Loc	al 32,141	40,256	5,976

Total shipments Jan. 1 to Sept. 25 939,937 535,686 169,069

The freight rate on hemp for shipment via Pacific has been increased from \$1.00 per bale to \$1.25. Shippers, however, are allowed to declare any sales up to the end of November under the old rate. The increase was made to more or less equalize the rate shipment via Pacific to New York.

As it would appear that receipts will continue on the present scale, we now estimate that the Islands this year will produce a total of 1,170,000 bales of hemp.

## TOBACCO REVIEW

By Louis McCall Manager, Oriente Cigar Factory.

The attempt being made by Horatio Smith. Internal Revenue agent in the Cagayan Valley to combine the producers of that section to the end that all tobacco will be properly classified and then marketed in Manila instead of in the valley as has been done ever since the days of the Spanish monopoly, is most conmendable.

It is to be feared that Horatio, in keeping with the experience of the legendary hero of Roman history of the same name. will of Roman history of the same name. will find that he is playing practically a lone hand, however. Having already had several years experience in the Cagayan Valley, he should be well aware of this fact. To proceed in the face of the opposition he is certain to arouse. only adds more to his credit.

It is to be hoped that the Bureau with which he is affiliated will give him its unqualified support. That minor errors will be made and friction result during the formative period of this Association is only to be expected, but the benefits that will finally accrue from the achievement of its purpose will so far outweigh the petty grievances which may arise, that it is to be hoped that all factors in the tobacco industry will be broad enough to assist in the consummation of this project.

Whether the planters in the Cagayan Valley are economically independent to the degree that will permit them to associate in this manner is questioned. If this effort of the planters to free themselves is un-

Successful the government should most certainly come to their rescue.

Crop reports from the Cagayan Valley are to the effect that this year's harvest is very inferior in quality, running largely to

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tobacco unfit for cigar purposes. Tobacco of the wrapper type is becoming exceedingscarce in Manila, bringing as high as \$\frac{170}{170}\$ to \$\frac{185}{2}\$ per quintal. La Union of this year's crop is bringing over \$\frac{120}{2}\$ for the wrapper qualities, with \$\frac{112}{2}\$ to \$\frac{112}{2}\$ to otro. Pangasinan is also running better than \$\frac{112}{2}\$ to \$\fra

Nearly all of the factories in Manila and all of those located in Malabon are running at close to capacity apparently having accepted the abnormally low prices now being offered by American importers rather than cut down on their production. 24/25 pound Londres are bringing an average of \$21, c. i. f. Eastern American seaboard.

### SEPTEMBER SUGAR REVIEW

By Welch, Fairchild & Co., Inc.

In our last review, dated August 24, we stated that an improved demand for refined was looked for during September, which it was hoped would lead to an improvement in prices for refined, and also a corresponding improvement in prices for raws. This improvement, however, did not materialize, and the price of refined, reported in our last review at 6.75 cents, has now declined to 6.25 cents.

In the course of the month, the market for raws did show signs of improvement, but later reacted, and prices fell below their original level. The highest prices reached during the month under review were for sugars ex-warehouse 5.26 cents, for Cubas afloat 3-5/8 cents, c. & f. (=5.23 cents, landed terms, duty paid), and for Porto Ricos 5.25 cents, landed terms. Thereafter a sharp decline set in, sales being made as low as 3-1/8 cents, c. & f., for Cubas (=4.73 cents, landed terms, duty paid). These sales were made prior to September 21, when the new duty on sugar became effective.

The new tariff bill provides for a duty of 2.205 cents on full duty sugars, such as Javas, and 1.765 cents on Cuban sugars, as against the emergency tariff rates of 2 cents for full duty sugars and 1.60 cents for Cubas. Since this tariff became effective, sales of small quantities of Cubas for prompt shipment have been made at 3 cents, c. & f., which is the equivalent of 4.77 cents, landed terms, duty paid. The general impression is that the market has reached bottom.

The decline in the New York market also manifested itself in futures on the exchange. The range of quotations for futures on the exchange during the past month has been as follows:

Dec	ember	March	May
(	Cents	Cents	Cents
High Low		$\frac{3.46}{2.92}$	$\frac{3.57}{3.04}$
Latest quotations to hand are		3.05	3.17

The only sale of Philippine Centrifugals reported during the past month is a small parcel of 300 tons sold a few days prior to arrival in New York on the basis of 4.75 cents, landed terms.

The local market during the past month has been quiet, with little doing. Small quantities of Centrifugals were bought at prices ranging from †12 to †13 per picul, ex-godown, but in view of the decline in the New York market, buyers are now quoting from †11 to †11.25 per picul, ex-godown.

The price of Muscovados ranged from #8 to #8.37½ per picul, ex-godown, for No. 1, the latest quotation being #8.12½ per picul.

The demand from Japan during the past onth has been limited. The Japanese month has been limited. The Japanese market has also been affected by the decline in the New York market, and Japanese buyers do not feel inclined to meet local prices for Muscovados.

Latest advices from Java report their market dull with a tendency to decline, Superiors for September/October delivery superiors for September/October delivery godown, and for November/December delivery Gs. 12-11/16. Prior to the decline Superior for September/October delivery reached Gs. 13-5/8 and November/December-October delivery period of the second sec ber Gs. 13-7/8.

Manila, Sept. 25, 1922.

### COPRA AND ITS PRODUCTS

By S. P. WHITE Prestident, Willits and Patterson, Ltd.

Manila, Sept. 26, 1922.

The local copra market has averaged about  $^{\ddagger}9.50$  per picul for bodega copra during the month. This is approximately 75centavos under the average price during August. The market is steady at the present level and all arrivals are being taken up as soon as offered. Arrivals in Manila for the month are estimated at 325,000 piculs. The European market has continued weak and was at one time quoted at £21-1/-per ton for Fair Merchantable Manila. The last quotation received is £22-5/ for this grade of copra. American prices for c. i. f. Pacific Coast deliveries are quoted at 4 cents per pound, although we hear of resales of spot stocks at 3-7/8 cents per pound.

The coconut oil market has been quiet during the month and few trades are reported. Nominal quotations are 6-7/8 cents, ported. Nominal quotations are 6-7/8 cents, c. i. f. New York, and 6-5/8 cents, c. i. f. Pacific Coast, but buyers' ideas for early deliveries are given at 1/8 cent under these prices. One parcel of Manila oil of 1,000 tons is reported as offered at 6-3/4 cents, c. i. f. New York. We have heard of no European inquiries during the month. Shipments from the port of Manila are again approximately 9,000 tons for the month. We estimate present stocks at 11,000 tons estimate present stocks at 11,000 tons

The local price of copra cake has declined from #45 to a nominal price of #40, and buyers indicate a present maximum price of #37 per ton, ex-bodega. The London market which reacted to £6-15-/ has dropped back to £6-/- and is quiet at this price. The American price remains at \$25 per ton, c. i. f.

# THE RICE INDUSTRY

By PERCY A. HILL of Muñoz, Nueva Ecija, Director, Rice Producers' Association.

The prices of palay have advanced sharply in the buying centers from #3.10 to #3.75 per cavan of unhulled rice, and in ad-#3.75 per cavan of unnulled rice, and in addition an imported amount aggregating over #400,000 has arrived during last month. This is due to adverse weather conditions and the predication of a short crop, the advanced tariff, and in a measure to the disposal of the holdover from war-conditions of the Indo-Asian surplus.

Still, rice imports for the first six months of 1922 were a little over a million pesos only, in comparison with 1921 imports which were nearly six million pesos for the same period, a saving of nearly five million pesos

to the Islands.

In the Agricultural Congress, the sugar producers of Iloilo and Negros attempted

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to force a resolution through that body in relation to the suspension of the tariff conrelation to the suspension of the tariff conditions which was defeated by a vote of two to one. It smacked of local privilege, as conditions were out of alignment owing to the shipping strike. Furthermore, only an additional 17 centavcs per 100 lbs. of palay was added by the tariff increase, which had been procured after thirteen years of the old tariff conditions. In addition, it was pointed out that the tendency of the prices of sugar and copra is to rise to a more normal level, and any relief asked for would automatically have righted itself before the clause went into effect.

Growing conditions in the rice region appear to be favorable, due to weather conditions, but these conditions must continue, to allow of a fair crop to be harvested. All will depend on the next sixty days. Furthermore, with a fair crop and prices as at present, the rice grower will be able to have a small margin over cost production

in the coming year.

One of the great factors in prices of this commodity, which has been pointed out in previous reviews, is the abnormal spread due to inflated transportation charges, and in spite of promises to get back to normal, and the expectation of a reduction of rates due to the shipping strike, we will still have to support the transportation interests, whether motor or railroad or inter-island

steamship, on a war profit basis.

Rangoon rice prices were on July 1 R530 for 7.500 lbs., or about 5 centavos per lb., cr a little over #6.00 per sack of rice, clean product. Since that date there has been a slight rise, as Burma practically fixes the prices of this commodity in world trade. Rice exports from Burma during the first four months of 1922 were almost double those of 1921, and the war surplus has been disposed of. Comparing the great differences of rice prices in various parts of the Philippines, due to freight rates, we find that Indian conditions are on a par as well, with such divargences in price as from P57. with such divergences in price as from R57 to R100 for rice and R25 to R114 for palay. Evidently India has the same public utilities to support as we ourselves, if divergence of price is any criterion.

### AUTOMOTIVE REVIEW

By Griffith M. John Manager, Automotive Department, Pacific Commercial Company.

Motor vehicle sales in the United States based upon registration figures indicate an increase of 14.6% during the past six months. Volume production has enabled the factories to lower their overhead cost, which they have passed on in the form of price reductions amounting to approximately 15% from list prices of January 1, 1922.

Motor vehicle publications indicate that prices are now at their lowest level with the exception of a few manufacturers who have not fallen in line, but it is the general opinion that after January 1, 1923. there will be a slight general increase in prices

will be a slight general increase in prices of motor vehicles. as production is apparently not able to meet the demand.

In contrast with the increased output and sales made by the United States manufacturers and dealers. registrations in the Philippine Islands of both pleasure and commercial cars show a decrease. On January 1, 1922. there was a total of 9,684 automobiles and 2,862 trucks registered.

At present there are 8.554 automobiles and At present there are 8,554 automobiles and 2,647 trucks registered. High registration fees under the new registration law and the general economic depression have resulted in a large number of cars and trucks

being placed in storage, and the sales of new vehicles have not been sufficient to cover the number of cars discarded or placed in storage, notwithstanding the fact that price reductions in the Philippine Islands since January, 1921, have been ap-proximately 18%, a greater decline than price reductions in the United States.

Importations during the present year have been very low and will probably not improve until the present stagnant condition of the motor vehicle trade is relieved. Second-hand cars are being sold at extremely low prices, as numerous former owners find themselves unable to met operation cost and registration fees required. There will be no immediate change for the better until general economic conditions warrant increased motor vehicle activities and until the large number of second-hand cars thrown on the market at low prices are no longer available to fill the present small demand for pleasure and commercial cars.

### REAL ESTATE

By P. D. Carman, P. D. Carman Co., Ltd.

	July 21	Aug. 21
	to	to
	Aug. 20	Sept. 20
Santa Cruz	#257,803	169.115
Sampaloc .		385,178
San Nicolas		152.510
Tondo		89.563
Malate		36.414
Binondo		62.000
Paco		79,584
Quiapo		10.200
Ermita		22,500
Santa Ana		
Intramuros		1,750
Pandacan .		1,100
San Miguel		32,000
Dan Miguel		
Totals	692.891	1040,814
	Jan	#657,012
	Feb	
	Mar	
1921	Apr	
1,,,,1		,
#100 050	M	667,869
<b>#</b> 466,258	May	
749.357	June	
558,491	July	
1,022,093	Aug	1,040,814
0.700.100	M 4 /00	#2 420 502
2,796,199	May-Aug./22	0.706.100
	May-Aug./21	2.796.199
	Increase	₹ 634,394

The above figures speak for themselves, the last four months' sales exceeding the total of the similar period last year by over **#**600,000.

July shows a drop from June sales, but August comes back strong, producing an average which indicates considerably more activity than a year ago at this time. An additional sign of a healthy condition of the present real estate market is the almost uniform report of a decrease in the number of "sacrifice" sales which at no time recently, has been large.

Reports of suburban sales during August were especially gratifying, the fine weather conditions prevailing, after two almost continually rainy months, undoubtedly having a very favorable effort. Two suburban companies report larger sales than during any month since the first of the year.

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### ASSISTANT SECRETARY OF COM-MERCE HUSTON AND PARTY VISIT CHAMBER

(Continued from page 11)

can sovereignty is of infinitely more benefit to the Filipino people than any advantages the United States could derive from occupation of the Islands

the United States could using the cocupation of the Islands.

The colonel also said that the western coast of the Pacific Ocean is controlled by other nationalities with the exception of Manila. which is the only American port in this part of the world. Were we to leave the Philippines, he thought, we would be subjected to all sorts of discriminative differentials on the part of the nations that

control the ports.

"Our desire for permanent American sovereignty," he concluded. "is not selfish. We have a deep-seated conviction that it will mean more to the Filipino people than independence. It will mean greater and more permanent progress in every line of human endeavor than will be possible under independence. But no permanent progress, no definite advance can be made until we have a fixed political status in the Islands. We have made no real economic progress in 25 years. Our per capita production of the principal exports. is not any greater than it was then, to say the least. This is due to the anomalous political status; and real, substantial progress will not commence until we do get our political status fixed."

Stocks of paper in Japan at the end of June were estimated as follows by the Paper Manufacturers' Guild: foreign style, 161,480 bales, valued at Y14,191,824; Japanese style, 43.351 bales, valued at Y1,815,515; cardboard, 19,185 bales, valued at Y804,356; and pulp, valued at Y8,403,541. All but cardboard showed an increase in price over May.

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8"	7.0	315	8.4	394	11.6	553		
10"	8.6	252	10.4	316	14.3	443	18.1	568
12"	10.3	210	12.4	263	16.9	368	21.4	473
14"	11.8	180	14.4	226	19.6	317	24.8	406
16"	13.4	158	16.3	198	22.3	277	28.2	356
18"	15.1	140	18.3	175	24.9	246	31.6	316

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### SCHEDULE OF MEETINGS

Thursday, October 5, 5:00, p. m.: Regular meeting, Embroidery Section.

Monday, October 9, 1:00, p. m.: Regular meeting, Builders' Section.

Tuesday, October 10, 1:00, p. m.: Regular meeting, Hemp Section.

Tuesday, October 10, 1:00, p. m.: Regular meeting, Hemp Section.

Tuesday, October 10, 1:00, p. m.: Regular meeting. Board of Directors.

Wednesday, October 11, 1:00, p. m.: Re-

gular semi-monthly meeting, Active and Associate members.

Associate members.

Monday, October 16, 1:00, p. m.: Regular meeting, Builders' Section.

Tuesday, October 17, 4:00, p. m.: Regular meeting, Board of Directors.

Monday, October 23, 1:00, p. m.: Regular meeting, Hemp Section.

Tuesday, October 24, 1:00, p. m.: Regular meeting, Builders' Section.

Tuesday, October 24, 4:00, p. m.: Regular meeting, Builders' Section.

lar meeting, Board of Directors.

Wednesday, October 25, 1:00 p. m.: Re-

gular semi-monthly meeting, Active and Associate members. Monday, October 30, 1:00, p. m.: Regu-

lar meeting, Builders Section.

Tuesday, October 31, 4:00, p. m.: Regular meeting. Board of Directors.

Thursday, November 2, 5:00 p. m.: Re-

gular meeting, Embroidery Section. Monday, November 6, 1:00, p. m.: Regular meeting, Builders' Section.

Tuesday. November 7, 1:00, p. m.: Regular meeting, Hemp Section.

Tuesday, November 7, 4:00 p. m.: Regular meeting, Board of Directors.

### CRITICISM-AND WHY

From Brazilian Business, Official Organ of the American Chamber of Commerce of Brazil

One of the criticisms sometimes heard about almost any association, whether it was organized for social or commercial purposes, is that the control has shifted into the hands of a few. This remark is generally accompanied by the insinuation that such control is exerted for the benefit of the few.

When such criticism and insinuation is justified by fact, it is because of two factors that are at work within the organization-one is the indifference of the members in general, and the other is the overwillingness of the few to assume responsibility and to do more than their indi-vidual share of the association's work. Of the two, the stronger factor is the apathy of the membership.

A Chamber of Commerce is no exception to this rule. Also, as a rule, the business men who compose the membership of a Chamber of Commerce are too alert to the general purposes and benefits attainable through a smooth working commercial association to permit justification for the criticism to long prevail. Dry rot has no excuse nor place in an association of "business men."

One of the most effective means of decentralizing power, or taking the control out of the hands of the over-willing few, is for the members to accept committee appointments and to take part in committee activities. In an association, whose interests and activities are as widely distributed as those of a Chamber of Commerce, there are necessarily a considerable number of committees, of which several have place for many members. As a matter of fact there is generally not only room but also need for the services of a majority of the Chamber's members on committees.

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I consulted physicians. I received treatments from some of the best medical doctors in Manila. But after spending much money I still had the ailments, progressing and threatening me.

Fortunately, on August 24th, 1922, I tried Chiropractic treatments from Dr. T. L. Fajardo. After the first six treatments, the previous ailments began to leave me. After the first thirty treatments, I

as able to lie on my right side. I also gained three and a half kilos a thing which I never experienced from 1906 to 1922. Now I can sleep soundly and rest without any pain. After 16 years of suffering, I am now recovering my lost energy and general health, not thru medical treatments, but thru Chiropractic treatments.

[Signed] G. J. WILSON, Bu. of Agriculture, Manila

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# WITH THE BOARD OF DIRECTORS

Tuesday, August 29, 1922.

No meeting, lack of quorum.

Tuesday, September 5, 1922.

Present: Directors Cotterman, Elser, Gaches, Green and Pond.

The resignation of Associate Member Anthony M. Timke was accepted, effective September 30.

The resignation of James Ross was withdrawn.

A letter from Representive Tomas Confesor requesting suggestions which will serve to attract or stimulate investment of more capital in commerce and industry of the country, was read, and the Secretary was instructed to reply that the Chamber will be very glad to cooperate with the Legislature.

A request from Henry W. Elser to have his Active membership represented by Charles F. Preusser was approved.

A request of M. H. Burnham Jr., to permit the Amateur Wireless Club to use the rooms of the Chamber for meetings on Thursday afternoons for a series of lectures by Lieut. Guilford, was approved.

Mr. Pond brought to the attention of the Board the proposition of the establishment of a wireless broadcasting station in Manila. The matter was discussed at considerable length and Mr. Pond was requested to write up a statement of the proposition and present it to the Board at a later meeting.

Tuesday, September 12, 1922.

Present: Directors Cotterman, Elser-Feldstein, Gaches, Green and Pond.

The application for Associate membership of Lorenzo Tremper was accepted.

A letter from E. J. Nell was read, stating that Herbert Hunter, organizer and manager of the All-American baseball team, was leaving for a tour of the Orient after the close of the season in the United States and wished to include Manila in his playing list, provided he could be assured of the good wishes and moral support of the Chamber and several other organizations. On motion, the President was authorized to write him a letter giving him the moral support of the Chamber.

The resignation of Director H. Forst was accepted with regret. A. W. Beam was elected to fill the unexpired term of Mr. Forst.

The resignation of E. A. Perkins as General Counsel of the Chamber was accepted with regret, effective October 31, 1922.

A reply from A. B. Cresap to the Chamber's request for an opinion in regard to the amount of freight, both incoming and outgoing, that could be shipped directly to and from the provinces if the piers were connected up with the Manila Railroad, was read. It stated that the amount of freight handled would be small until the port district was develoved to take care of the traffic. The letter was referred to a

special committee, composed of Directors Pond and Feldstein, for study and report.

Tuesday, September 19, 1922.

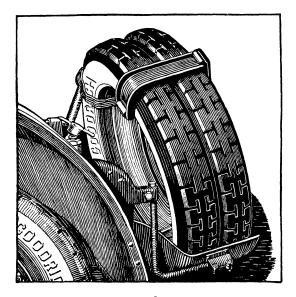
Present: Directors Cotterman, Elser, Feldstein, Gaches, Green and Beam.

Application for Associate membership of O. O. Hanson was approved.

The following list of members who were in arrears in the payment of their dues for a period of over six months was presented to the Board:

Active Members: Ed. Chesley, O'Leary & Burns, Frank & Company, Port Banga Lumber Company, Henry Musser.

Associate Members: D. L. Minnich, J. F. McCarthy, Clifford Butler, B. F. Jinks, John Hamilton, A. J. MacDonald, John R. Wagner, William E. Braun, Charles J. Heffting, Dell Clark, B. E. Server, Albert B. Roosa, Albert E. Field, Robert E. Merrill. James H. Burt, R. H. Treash, Elmer L. Crockett, James J. Dwyer, J. R. Burgett, William J. Stumpf, C. T. Cross, William H. Beusse, Gustav F. Schlachter, J. A. Pettus, A. M. Easthagen, John P. Egan, Oscar Hunt, S. H. Eyler, Morris Handelsman, William H. Hayden, E. B. Harris, John H. Murphy. Harry A. Wendt, Otto F. Pinzke, S. H. Musick, William E. G. Foster, A. C. Monks, Carlos E. Olsen, Thomas Carpenter, William G. Moore, J. F. Hicks, William Thurston Griffith, Kirk D. Parker, Charles S. Dandois, L. G. Hersey, Frank





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G. Haughwout. Jerome A. Prager. R. Moss, Robert M. Snow, Alfred Weinberg, John E. Hopkins, John B. Findley, E. J. Reilly, Ira Friedman, Maurice N. Trebilcot, E. M. Ayres, C. B. Sawyer, Walter J. Keefe, H. Strauss, H. Purcell, John R. Sindlinger, George W. Workman, Charles G. Johnson, A. W. Tanner, Newton Cofer, Harold J. Folsom, O. Starr, William L. Penn, Clarence L. Fyffe, Edmund J. Gibbons, William J. Schober, Henry W. Scholer, Jean R. Garner, James H. Maginn, W. W. Garver, E. J. Smith, Hiram Merriman, Alexander Schick, Frank A. Mahany, Michael Joseph McAneny, J. C. West, John Nelson, H. P. Melzer, Edward Cook, William E. Hunt, J. A. Nill, C. D. Evans. Haughwout, Jerome A. Prager, R. Evans.

It was moved, seconded and passed that a letter be addressed to these delinquent members "pointing out the advantages to be derived by being a member of the Chamber and that it is their duty as members of the American community to retain their membership in the Chamber."

A report from the chairman of the Relief committee on the case of J. B. Coulter, recommending that a loan of #1,000 be made to him to continue his case against the Kolumbagan Lumber Company, was read and discussed. A committee of one, consisting of Director A. W. Beam, was appointed to continue negotiations for a settlement of the case.

Upon recommendation of G. H. Hayward, architect in charge of the remodelling of the Chamber building, W. J. Odom, contractor, was voted #2,000 on account of work performed to date.

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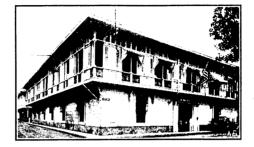
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PRIVATE BAR

Tuesday. September 26. 1922.

Present: Directors Cotterman, Feldstein, Beam, Gaches, Green and Pond.

Application of R. C. Pitcairn for Associate membership was approved.

A letter from the Secretary of the Navy expressing his appreciation for the courtesies extended to him by the Chamber during his visit to Manila, was read and ordered placed on file.

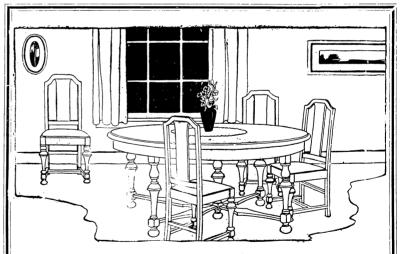
A letter from the Secretary to the Governor General acknowledging receipt of the Chamber's resolution in regard to the amendment of the naturalization laws of United States so as to permit persons who have taken out their first papers in the United States to complete their citizenship in the Philippines, was read and ordered

The President announced that the Hon. C. H. Huston, Assistant Secretary of the U. S. Department of Commerce, would speak on Wednesday, September 27. Capt. H. L. Heath was selected to introduce him and make the introductory remarks.

Director Beam reported on the case of Mr. Coulter against the Kolumbagan Lumber Company, stating that the company had agreed to pay Mr. Coulter \*44,000—\*14,500 down and \*500 per month; also that the company would pay his hospital bill, amounting to \*22,200.

The Board passed a resolution wishing President Cotterman a most pleasant trip to the United States and speedy return.

By another resolution, President Cotterman was authorized to stop off at Hono-lulu and represent the Chamber at the Pan-Pacific Conference, if circumstances permit.



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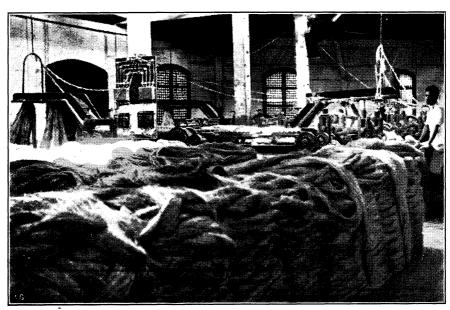
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# CHAMBER NOTES



President C. M. Cotterman and Mrs. Cotterman left for the United States on the President Jackson, Sunday, October 1. Mr. Cotterman's mother is seriously ill in Nebraska and he is hurrying back to see her. She is 86 years old. If possible, Mr. Cotterman will stop off at Honolulu and represent the Chamber at the Pan-Pacific Commercial Conference to be held the end of this month. During Mr. Cotterman's absence Vice President E. E. Elser will act as president. Mr. Cotterman expects to be absent at least four months and possibly longer.

Before this issue of the Journal makes its appearance the new quarters will have been completed and the transfer of offices will probably be under way. The accompanying sketch gives an idea of the arrangement of the new rooms. George Hayward designed the plans and Bill Odom executed them. The sketch shows the second floor only. On the ground floor is a rest room for the ladies which is expected to prove popular. Much time, money and attention are being devoted to this feature of the Chamber's social side.

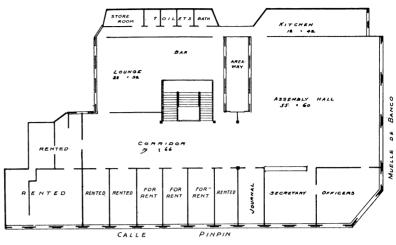
We are in receipt of an address by the Traffic Committee of the New York Board of Trade and Transportation to the Committee on Merchant Marine and Fisheries of the House of Representatives opposing the adoption of the Hague Rules, 1921. as the basis for bills of lading to be issued by ocean carriers. Those interested may consult this publication on application to the Secretary.

James E. Knott, one of the directors of the Knott Hotels. in New York City and vicinity, has written the Secretary, offering special rates to members of this Chamber. The company operates ten hotels. "located in the best parts of New York City."

This Chamber has received an invitation from the United States Chamber of Commerce. On behalf of the officers and directors of the American Section of the International Chamber of Commerce, to be represented at the second general meeting of the International Chamber in Rome. Italy, March 19—26, 1923. The steamer Caronia has been especially chartered to carry the American delegation to Italy. The steamer lcaves New York on February 10 and is due back in New York on May 5. The tour includes trips to Italy. Madeira, Cairo, the Holy Land, Switzerland. Germany. Greece, Belgium, Paris and London. Prices vary from \$920 to \$5.005, according to the itinerary and accomodations. Those interested should address Lacey C. Zapf, Secretary. American Section, International Chamber of Commerce, Mills Building, Washington, D. C.

The United States Shipping Board is offering special rates to the Brazilian Centennial Exposition, which opened at Rio de Janeiro on September 7 and will close on March 31. 1923. First class fare from New York to Rio is \$295 one way and \$450 round trip. The round trip to Buenos Aires is \$550, with stop-over privilege at Rio de Janeiro.

Walter C. Brune, No. 1 Associate Member of this Chamber and its first secretary, returned to Manila last month after an ab-



New Quarters of American Chamber of Commerce, to be occupied about the middle of October,

sence of about two years. It is rumored that the future Mrs. Brune is due to arrive this month and that a wedding will take place soon thereafter. Mr. Brune is buying copra for a large American firm.

Active Member Victor C. Hall left for the United States on September 1 with his family for an extended vacation. Mr. Hall is in charge of the Dollar Line offices in Manila.

A card has been received from Active Member Carl Hess, dated Cologne, Germany. Mr. Hess is enjoying himself immensely and does not intimate when he can be expected back from his round-the-world tour.

Active Member Thomas J. Wolff is back in Manila after an absence of some months in the United States. He has resumed his customary place at the round table of the Ten O'Clock Coffee Club, which meets every rorning in the rooms of the Chamber.

General Tom Hartigan is back from a two months' absence in Shanghai, where he had been visiting his son.

Carson Taylor, publisher of the Daily Bulletin, an Active member, has returned from an absence of more than a year in the United States and has been seen frequently around the Chamber, renewing old friendships and acquaintances.

The Journal regrets to record the death of Associate Member Francis A. Wester in Vancouver on August 1. Mr. Wester was formerly employed by the La Carlota sugar central and was en route home when he became very ill five days out of Vancouver. Associate Member L. H. Leonard was with him and had him brought to a hospital immediately. He passed away before any of his relatives could reach him, however.

Associate Member Sam Hawthorne and Mrs. Hawthorne, née Miss Ethel Lambert, have returned from a six months' vacation in the United States. The happy event took place on August 2 and both young people

were greeted by a host of friends upon their return to Manila.

Associate Member Leonard C. Moore is suffering from a broken kneecap, the result of an acident while descending the stairway of his home. He slipped and sustained a painful injury.

Associate Member S. A. Presby, who recently had to undergo a major operation, is up and about again. He is now a frequent visitor at the Chamber, as in the old days.

Associate Member A. W. Woods, of the Hawaiian-Philippine Sugar Company at Silay, Occidental Negrcs, was in Manila to attend the conference of cugar men recently held here.

The August 29 issue of Women's Wear contains a very complimentary article on the Philippine lingerie line of Borgfeldt & Company, one of our Active members. The various styles are described in detail and are characterized as having "real distinction" and maintaining a high standard of quality of material, manipulation of embroidery and application of real lace.

The Board of Directors have defined the duties of the House committee as follows:

1. To employ a steward, subject to the approval of the Board of Directors, the steward to employ all help subject to the approval of the House committee.

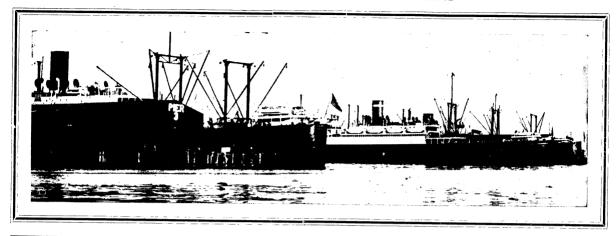
2. To supervise the operations of the restaurant and bar and enforce the house rules adopted by the Board of Directors.

3. To supervise the purchase of all supplies and act on all bills for the restaurant and bar before their submission to the Board of Directors.

4. To make a monthly inventory of supplies and pass on the monthly report on operation before the same is submitted to the Board of Directors.

5. To prepare a new set of house rules for submission to the Board of Directors for action thereon.

# SHIPPING NOTES



### SHIPPING REVIEW By E. J. Brown

General Agent for the Philippines, Parific Mail Steamship Company

The typhoon which passed close to Manila on September 18 did considerable damage to local shipping and delayed arrivals and departures. The wooden steamer Don Ildefonso, formerly in the interisland service, sank at her moorings in the bay. She had been out of commission for about two years. The steel freighter H. S. Everett

was blown ashore but later pulled off with slight damage. Some anxiety was felt due to the late arrival of several ocean steammers, while all reported having encountered very heavy weather in the China Sea.

The local office of the Canadian Pacific Railway Co. has announced that the new steamers Empress of Canada and Empress of Australia will no longer call at Manila, but will ply between Hongkong and Van-couver. They will also omit Nagasaki, stopping only at Shanghai, Kobe and Yoko-

The Japanese steamer Ryokai Maru. reported in the last issue as having been abandoned by her crew after grounding on the reef at Panagatan Cays, was salvaged by the Atlantic Gulf and Pacific Company. She staggered into port on August 31 under her cwn steam, manned by A. G. P. men and stevedores, drawing 28 feet forward and 16 feet aft. A lien for \*200,000 was placed on the vessel by the salvors, and representatives of her owners are now in Manila to negotiate for her release.

The Associated Steamship Lines, comprising all ocean steamship lines calling at Manila, have taken up with the Governor General the urgent necessity of improving harbor facilities at the port of Cebu. The wharf, 1.900 feet in length, can accommodate four eternors but are date four steamers but on account of the depth of water only two berths can be used by the ordinary ocean steamer. During the past year the number of steamers calling at Cebu has greatly increased. As there are no lighters at the port, all cargo is handled over the wharf, so when a large steamer arrives and finds two others already in port she must wait until one has sailed before any of her cargo can be handled. Steamers have called at Cebu to load cargo and have left without receiving it rather than wait three or four days for a berth. It is not believed possible to dredge the two shallow berths on account of the construction of the wharf, so additional wharf frontage should be constructed to handle the growing commerce of the port.

Pacific lines on September 21 increased the rate on hemp, Philippine ports to Pacific Coast, from \$1.00 to \$1.25 per bale. Outstanding contracts which were declared

before noon on the 23rd will be protected at the former rate until December 1.

The statistical tables in the new edition of Lloyd's Register (1922-23) are interesting. It is shown that the world's total tonnage in June, 1922, was 56.802,000 as compared with 42.514.000 in June, 1914. The tonnage of the United States increased from 1.837,000 in 1914 to 12,506,000 in 1922. Although a large amount of ex-German tonnage was allocated to British ownership and considerable new tonnage constructed, there are at present only 176.000 tons more owned in the United Kingdom than in 1914. Other countries showing large increases are: Japan (1,683,000 tons); France (1,385.000



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tons); Italy (1.172,000 tons); and Helland (1.142,000 tons).

In 1914 Germany ranked next to the United Kingdom with over 5,000,000 tons, but now stands at only 1.783,000 tons. In 1914 the United Kingdom owned nearly 44-1/2 per cent of the world's tonnage; the present percentage is a little over 33-1/2. The United States is now second with 22 per cent as compared with 4.3 (fifth place) in 1914. Norway, which occupied third place in 1914, is now seventh, while Japan. formerly sixth, is now third. France is now fourth with only 22,000 tons less than Japan.

The above figures cover only sea-going steel and iron steamers and motor vessels. excluding sailing transage and wood vessels. Over 41 per cent of the world's sailing tonnage is now owned in the United States.

### FRENCH DEFINE BUSINESS TERMS

In view of the inconvenience experienced as the result of the very different interpretations given in different countries to current commercial expressions. such as f.o.b., c.i.f., etc., the French National Committee of the International Chamber of Commerce, through a special commission presided over by M. Hubert Giraud, has just drawn up an international code of the principal terms in use in business and commercial circles. Manufacturers. agents, brokers, etc., of Paris, Rouen, Le Havre, Lyons, and Bordeaux composed this commission.

The definition of f.o.b. is as follows:—"F.o.b. signifies that in the sale to which the term is applied, the transfer of the ownership and of the attendant risks takes place as soon as the vendor has delivered the goods on board the ship chosen by the purchaser, and as soon as the goods have been taken in charge by the ship, all costs of handling before departure, including lading charges and stowage, even when these are incorporated in the freight charges, being payable by the vendor and included in his selling price. When relations with countries other than the United States of America are concerned, the expression f.o.b. alone is sufficient, and it is better not to add the word 'vessel'; on the contrary, in relations with the United States the addition of the word 'vessel' is indispensable."

In the definition of c.i.f. or c.a.f., the French translation of cost, insurance and freight is given, and the definition proceeds:—"The transfer of the ownership and the attendant risks takes place as soon as the goods have been taken over by the maritime transporter, but the freight and insurance charges are included in the selling price. Nevertheless, although he arranges for the freight and insurance, and takes the freight and insurance charges upon himself in virtue of a contractual obligation, proceeding from the conditions of the sale, the vendor, who in this acts only as the agent of the purchaser, incurs no responsibility as far as transport risks are concerned, except in the case of a personal error being attributed to him."

"F.a.s. (free alongside) signifies that, in the sale to which the term is applied, the transfer of the ownership and the attendant risks takes place as soon as the vendor has delivered the goods alongside the vessel chosen by the purchaser, and as soon as the goods have been taken in charge by the ship, the costs of handling anterior to the placing beneath the tackle being alone chargeable to the vendor."

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S. S. PRESIDENT JEFFERSON	OCT. 29	NOV. 21	
S. S. PRESIDENT MADISON	NOV. 12	<b>DEC</b> . 5	
S. S. PRESIDENT McKINLEY	NOV. 26	<b>DEC</b> . 19	
S. S. PRESIDENT JACKSON	DEC. 10	<b>JAN</b> . 2	

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24 DAVID

# Review of the Finance Commission's Report

(Reproduced from the December Issue of the Journal)
(Continued from the September Issue)

LICENSE AND BUSINESS TAXES
The report recommends that the one per

cent. tax on business be raised to two per cent. The increase in annual public revenue from this source alone is estimated at #15,-000,000. Then there are various changes in the classification of merchants. Thus, proprietors of steam laundries, hatters, owners of dry-cleaning and dyeing establishments, etc., etc., are classified among those subject to the two per cent. tax, as are manufacturers of bicycles, mechanical devices, instruments or parts of any kind, as well as keepers of hotels and restaurants.

The Commission urges that municipalities be given greater autonomy in issuing and collecting license and business taxes.

Manufacturers of cigars and cigarettes Manufacturers of cigars and cigarettes are to be taxed much more heavily than before; "business agents" will have to pay #60 instead of #40; and money lenders #300 annually in place of #200. Cockpit proprietors under the proposed law would be taxed #400 annually instead of #200, and each chicken bout would yield a tax of 50 centavos, as against 25 centavos at present. If the fixed tax on any business or occupation is not paid within the time pre-

pation is not paid within the time pre-scribed, the amount of the tax shall be increased by 50 per cent .

### MOTOR VEHICLES

It is recommended that motor vehicles be now made subject to definite taxation and that the proceeds of the tax be allocated to provincial road and bridge funds.

The motor tax is to be computed on the bases of horse-power, weight and the kind of tires used on the wheels. On automobiles for private use the tax will be #30 annually if the weight does not exceed 750 kilos, and three centavos for each additional kilo in excess of 750, plus one peso per horse

Motor trucks equipped with metal tires will pay \*500 a year, provided their capacity does not exceed 1,000 kilos, and 10 centavos for each additional kilo; those equipped with solid rubber tires will pay #300, up to 1,000 kilos capacity, and six centavos per kilo beyond; and those having pneumatic tires would be taxed #200, and six centavos for each kilo capacity over 1,000.

Automobiles for hire will be taxed #100 and four centavos for each kilo above 750 in weight. The proposed tax on motorcycles is #10. Licenses to drive will be #5. Tourists remaining in the Islands less than two months would be exempt from this tax. The Commission figures that #1,000,000 in added revenue could be secured through this schedule of taxes.

# FIREARMS AND EXPLOSIVES

Dealers in firearms will pay from #120 to #200 annually, depending upon the number imported, and from #100 to #150 annually for dealing in ammunition. Dealers in or manufacturers of explosives would be taxed \*200 annually. Shotgun licenses will cost \*10 each, airgun licenses \*20 each, revolver licenses \*50 each and rifle licenses \*100. An annual hunting permit at \*5 is provided for, and failure to renew this permit within 30 days after its expiration will forfeit the firearm license.

# CEDULA

No increase in the cedula tax is recom-mended, although the Finance Commission suggests that municipal governments be authorized to levy an additional cedula tax of ₱1 for school purposes only.

INCOME TAX

Personal exemption in case of married persons or heads of families is reduced from 6,000 to \$4,000 and from \$4,000 to \$2,000 in case of single persons, with a minimum tax of #5. The Commission expresses the belief that personal exemption from income tax should in time be reduced to #500. If its recommendations are adopted, the additional revenue would be #500,000 a year.

LUXURY TAX

The Commission "is convinced that it is now opportune and necessary that there be imposed special taxation on luxuries." This consists, first of all, of a special tax of 5 per cent, on the sale, hire, conveyance or other disposal in any form whatsoever of the following articles:

(a) Freight or passenger trucks, automobiles and motorcycles, including tires, in-

ner tubes and accessories.

(b) Pianos, organs, pianolas, graphophones, phonographs, musical instruments, records, and their accessories and utensils.
(c) Genuine and imitation jewelry;

pearls; precious stones, imitation, mounted or unmounted; articles made of precious metals or ornamented therewith (except surgical instruments), watches, opera glasses, lorgnettes, telescopes and binoculars

(d) Photographic cameras, plates and films.

(e) Firearms or air guns and ammunition.

(f) Perfumes, essences, cosmetics, wigs, hair dyes, face powder, etc.

(g) Articles manufactured wholly or partly of silk, artificial silk or imitation silk.

In addition to the five per cent. tax, importers or manufacturers of these articles shall pay an annual tax of #20. Allowance shall be made for the payment of the five per cent. tax in estimating the general business percentage tax of two per cent. A million pesos additional revenue is expected from this tax.

# DOCUMENTARY STAMP TAX

Various increases, particularly in connection with customs and internal revenue fees and documents are proposed, yielding a total increase of #450,000. Taxes are proposed, for example, on outward coastwise passenger manifests, permits to vessels to carry additional passengers, permits to marine officers and special permits for delivery of imported goods.

# INHERITANCE TAX

The general schedule is as follows: one per cent. on the first \$\frac{9}{10},000; 2 per cent between \$\frac{9}{10},000 and \$\frac{9}{20},000; 3 per cent. from \$\frac{9}{20},000 to \$\frac{9}{20},000; 4 per cent. from \$\frac{9}{20},000 to \$\frac{9}{20},000; 5 per cent. from \$\frac{9}{20} 000 to #150,000; 6 per cent. from #150,000 to #250,000; 7 per cent. from #250,000 to #400,000; 8 per cent. from #400,000 to #600,000; 9 per cent. from #600,000 to #1,000,000; 10 per cent. from #1,000,000 to #1,500,000; 11 per cent. from #1,500,000 to #2,500,000; 12 per cent. from #2,500,000 to #4,000,000; 13 per cent. from #4,000,000 to #6,000,000; 14 per cent. from #6,000,000 to #10,000,000; 15 per cent. from #10,000,000 to 15,000,000; and 16 per cent. on amounts over #15,000,000. This schedule applies when the spouse or legitimate descendant of the deceased is the beneficiary. Where the parents or brothers or sisters are beneficiaries, the above schedule must be increased 100 per cent., and if the beneficiaries are other relatives the schedule must be

raised 200 per cent. If strangers are the beneficiaries, the original schedule is tripled. Exemption of surviving spouse and children from taxation is fixed at #3,000.

# REAL PROPERTY TAX

"The Finance Commission after due consideration and taking into account the present depression in the world markets for Philippine agricultural export products, recommends the following minimum and maximum annual rates for the real property

All provinces and municipalities: 1 to 2

per cent. City of Manila: 1.5 to 3 per cent. City of Baguio: 2 per cent. The present schedule is as follows:
Regular provinces: % of 1 per cent.
Special provinces. 1½ per cent.
City of Manila: 1½ per cent.
City of Manila: 1½ per cent. City of Baguio: 2 per cent.

A minimum #2 tax on real property is recommended. A higher rate of taxation, not exceeding double the original rate, is authorized for unimproved or unused lands, as is a surtax not exceeding 3 per cent. upon all land exceeding 1,024 hectares owned by any one person.

Definite rules for exemption are laid down. Authority is given provinces or municipalities to make a special surcharge on real property, not exceeding three per cent, for certain public improvements.

# OTHER INCREASED TAXES

The cattle registration free is raised to #2 from #1 and the age limit lowered from

An increase of 100 per cent. in forest charges is recommended, and is estimated to increase the public revenue by #700,000 annually.

The Commission expresses itself as in favor of an increase in postal and telegraph charges, as recommended recently by the Secretary of Commerce and Communications, which is estimated to yield an increase of #500,000 a year in revenue.

Other accretions to the public revenue are expected to result from the collection of fees for the examination of the financial condition of banking and building and loan institutions, for permits to sell speculative securities, for certificates to private surveyors, for the registration of commercial documents and for other services. Increases in court fees totalling #400,000 alone are recommended, but space is not available to go into these in detail.

If all the recommendations of the Commission are adopted, the per capita taxation will be increased #2.28. The report says in this connection: "All except approximately 30 centavos may be avoided by persons adopting more frugal habits of life, limiting their consumption purchases to true neces-

The total increase of revenue expected from the Finance Commission's recommendations is estimated at #26,853,941, of which over #25,000,000 would come from taxation. The biggest increase would come from the two per cent. business tax which would yield \*15,000,000 more than the present tax. The import duty increase is estimated at \*3,693,000, including the rice tariff, which alone would yield \*2,500,000 in excess of the present income. The luxury tax is expected to add a million pesos to the insular revenue. The excise tax on cigarettes is calculated at a #2,050,000 increase.

# RECENT INCORPORATIONS

### FOREIGN

August 8, 1922.
THE MANILA ELECTRIC CORPORA-TION, Connecticut, U. S. A.; office in the Philippines, Manila; capital stock #18,09,000, subscribed and paid up #12,000,000; Philippine agent J. C. Rockwell.

August 25, 1922.

THE J. G. WHITE MANAGEMENT CORPORATION, Connecticut, U. S. A.; office in the Philippines, Manila; capital stock #2.000,000. subscribed and paid up #1,600,000; Philippine agent, J. G. Lawrence.

August 29, 1922.

PHILIPPINE DESICCATED COCO-NUT CORPORATION, Delaware, U. S. A.; office in the Philippines, Manila; capital stock #200,000, subscribed and paid up #2,000; Philippine agent, Dean C. Wor-

# DOMESTIC

August 28, 1922.

CITY CONSTRUCTION COMPANY, INC., Manila; construction of houses; capital stock #2,000, subscribed #1,000, paid up #250; Directors: Marcelo Francisco, Gregorio B. Santos, Elias P. Paguyo (treusurer), Gaudencia Molina, Concepcion Zaware mora

MALABON MANUFACTURING CO., INC., Manila; tobacco and its products; capital stock \*50,000, subscribed and paid up #15,000; Directors: H. Ebell, H. V. Saucken, Pablo Hilario, Perfecto Salas Rodriguez, Vicente B. Cruz (treasurer).

September 11, 1922.

PHILIPPINE NAVIGATION COMPA-NY, Manila; capital stock #50,000, subscribed #10,000, paid up #6,400. Directors: Carlos Carlota, Tomas Luna, Nicasio T. Orozco, Mariano Acuña (treasurer), Enrique Conde.

September 14, 1922.

COTABATO INVESTMENT COMPA-NY, Cotabato; to operate rice mill, power plant, and store in Cotabato; capital stock #50,000, subscribed #30,000, paid up #20,000; Directors: C. B. Carter, Ma Choy (treasurer), Datu Piang, Lu Shio Quan, A. Torres, Yu Seng.

September 20, 1922.

SOUTHERN ISLANDS HIGH SCHOOL, Dumanjug, Cebu; capital stock #5,000, subscribed #1,105, paid up #445; Directors: Demetrio Ricamora, Cesar Mercador, Diosdado Melgar, Pastor B. Noel, Basilio Scrna. Treasurer, Alfonso Jakosalem.

STATEMENT OF OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

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Title of Publication: American Chamber of Commerce Journal,
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NORBERT LYONS. Managing Editor.

Cedula No. M-314016 issued at Manila May 6, 1922. Subscribed and sworn to before me this 29th day of September, 1922.

FRED C. CASTRO, Notary Public,



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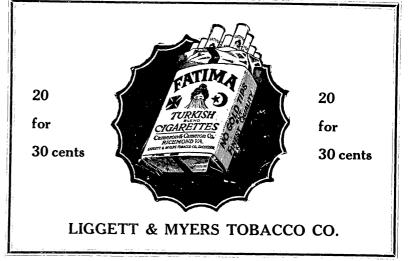
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MANILA

# STATISTICAL REVIEW

CONSOLIDATED BANK REPORTS, AUGUST TO SEPTEMBER, 1922 BY BEN F. WRIGHT, Special Bank Examiner

		Week ending Aug. 26	Week ending Sept. 2	Week ending Sept. 9	Week ending Sept. 16
1.	Loans, discounts and overdrafts	#182,080.284 #	*183,916,309	176,939,905	170,276,937
$^2$ .	Investments	27,746,629	27,986,031	26,588,106	27,045,945
3.	Due from banks, agencies and branches in Philip-				
	pine Islands	38,794,503	38,102,904	40,304,584	41,953,362
4.	Due from head office	4,951,344	3,529,534	5,010,051	5,285,256
5.	Due from other banks	6,287,171	6,523,653	6,823,837	7,353,231
6.	Cash on hand:	,	.,	.,	.,,
	(a) Treasury certificates	11,431,807	11,483,097	11,508,919	11,889,883
	(b) Other cash available for reserve	198,898	185,133	177,688	161,807
	(c) Bank notes	1,924,936	1,542,193	1,862,378	2,008,809
	(d) Other cash	425,754	418,267	1,233,589	881.606
	Total	13.981.395	13,628,690	14,782,574	14,942,107
7.	Resources. (not a total of above items)	285,332,921	278.945,995	276,276,950	278,489,267
8.	Demand deposits	61,618,546	62,034,668	63,723.236	63,950,780
9.	Time deposits	57,643,309	57,110,216	57,868,955	58,161,446
10.	Due to head office	46,306,825	40,408,134	37,795,110	38,290,801
11.	Due to banks, agencies and branches in the Phil-		, . ,	,,	. ,
	ippine Islands	3,687,803	3.862.828	4,369,610	7,404,533
12.	Due to other banks	8,712,456	6,671,865	6,432,118	7.597,397
13.	Exchange bought since last report-spot	3,675,783	2.526,301	2,865,331	4,957,718
14.	Exchange sold since last report-spot	2,930,793	2,585,441	4,083,939	5,513,294
15.	Exchange bought since last report-future	3,295,689	3,716,345	3,152,689	3,560,515
16.	Exchange sold since last report-future	3,812,381	3,536,119	4,616,956	5,359,830
17.	Debits to individual accounts since last report	22,566,927	20,050,794	25,052,920	22,522,767
18.	Net circulation	41,275,868	41,195,666	41,304,485	41,278,254

### PORT STATISTICS ENTERED

July 1022

August

			11.08	uot			oury, 1922	1	revious	to Aug
Ports	V	essels	Net	tonnage	Cargo discharged	Vessels	Net	Cargo discharged		Net
	1922	1921	1922	1921	tons		tonnage	tons	v esseis	tonnage
Ianila	67	65	264,287	218,873	101,467	57	210,193	69.508	59.4	203,832
loilo	. 3	4	8.086	14,199	7,218	3 2	2.572	6.463	3.7	10.240
Cebu	. 6	4	15,194	14,227	7,570	7	18,224	7.479	3.4	9.166
Lamboanga		1	11.542	4,260	23:	1 1	3,676	178	1.7	6,137
Jolo		2	1,390	1,171	. 9⊱	3	1.382	106	2.4	1,607
Balabac						2	46	9	0.5	7
Total	82	76	300,499	252,730	116,587	72	236,093	83.713	71.1	230,989
					CLEARED					
									Monthly	average

Ports			Augus	t		•	July, 1922		for 12 previous 19	
	V.	essels	Net	tonnage	Cargo laden	$\mathbf{v}_{\mathbf{essels}}$	Net tonnage	Cargo laden	Vessels	Net tonnage
	1922	1921	1922	1921	tons			tons		
Manila	. 62	53	226,219	199,481	38,028	53	192,788	31,710	53.6	183,360
Iloilo	2	8	4.651	20,190	12,356	3	6,283	12,589	8.0	26,076
Cebu	. 14	5	67,395	17,384	20,910	*	36,792	13,734	6,0	20,496
Zamboanga	. 2	2	5,135	6,928	3,637	2	9.191	16	1.7	5,349
Jolo	. 2	3	1,179	1,897	182	33	1,382	153	2.3	1,311
Balabac						2	46	31	0.5	6
Total	. 82	71	304,579	245,889	75,113	71	246,482	58,233	72.1	236,598

# VALUE OF IMPORTS

Ports	1922	1922 Aug		ugust 1921		July, 1922		erage Aug., nths
	Value	%.	Value	%	Value	%	Value	%
Manila			#21,451,443		<b>#</b> 15,782,668		#12,020,509	90.4
Iloilo			420,048			1.7	705,815	5.3
Cebu	501,757		1,286,645	5.5	681,318	4.0	410.031	3.1
Zamboanga	45,279		50,164	0.2	66,665	0.4	101.184	0.7
Jolo	38,595		60,511	0.3	43,935	0.3	63,193	0.5
Balabac	7,538						2,050	
Total	P11,255,473		₱23,268.811	100.0	<b>†</b> 16,871,488	100.0	<b>1</b> 13,302,782	100.0

	VALUE	OF EXPORTS					
Manila Iloilo Cebu Zamboanga Jolo Balabac	420,048 1,286,645 30,164		$21.9 \\ 15.6 \\ 0.3$	#7,704,411 2,748,125 1,428,759 54,984 50,225	$\frac{23.0}{12.0}$ $\frac{0.4}{0.4}$		$20.9 \\ 15.0 \\ 1.3$
Total	<b>#</b> 23,268,811	P10,608.385	100.0	P11,986,504	100.0 #	15,611,109	100.9

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# CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant, Treasury Bureau.

	April 30, 1922	2 May 31, 1922	June 30, 1922	July 31, 1922	August 31, 1922
Pesos, subsidiary and minor coins	#21,157,960.12 37,593,439.10	\$20,915,831.61 37.389,791.60	#20,717,819.03 37,619,900.00	\$20,476,746.41 35,297,007.00	₱20,340,271.22 35,201,537.00
Bank of the Philippine Islands Philippine National Bank	8,998,102.50 32,886,339.45				
material descriptions of	B100 695 011 17	Bron co7 157 01	#00 711 222 73	₱97 151 303 61	₱96.934.303.42

# TRADE STATISTICS

PRINCIPAL IMPORTS

Articles	1922	Aug	ust 1921		July, 19	922	Monthly ave for 12 mor previous to 1922	nths
	Value	%	Value	%	Value	%	Value	%
Cotton Cloths	* 2,181,864 965,928	$^{19.4}_{8.6}$	# 2,314,075 1,152,549	9.5 <b>†</b> 5.0	3,549,597 1,250,505	$\frac{21.0}{7.5}$	₹ 2,446,052 943,525	$\frac{13.3}{7.1}$
Iron & Steel, including mach- inery	959,273	8.5	4,342,866		1,784,510		1,745,898	13.1
Gasoline	163,944	1.5	2,700,167	11.6	345,794		487,924	3.7
Wheat flour	424,199	3.8	888,695	3.8	519,245	3.1	512,117	3.9
Illuminating oil	208,433	1.9	687,201	3.0	514,896	3.0	499,018	3.8
Meat products	355,774	$^{3.2}$	519,315	$^{2.2}$	575,942		441,332	3.3
Coal	414,868	3.7	462,892	2.0	815,507	4.8	439,530	3.3
Dairy products	234,048	2.1	896,885	3.9	473,922		349,033	2.6
Paper and Manufactures of	354,319	3.2	890,419	3.8	403.287	$^{2.4}$	280,951	2.1
Lubricating and other oils	136,920	1.2	1,135,345	4.9	210,928	1.3	205,812	1.5
Silk goods	221,481	2.0	222,492	1.0	260,941		241,999	1.8
Cattle and Carabaos	78,293	0.7	379,421	1.6	331,651	1.7	234,165	1.8
Tobacco goods	260,875	2.3	156,865	0.7	181,653		237,800	1.8
Vegetables	188,995	1.7	290,705	1.3	300.486		216,781	1.6
Chemicals, drugs, Dyes, etc	316,157	2.8	278,090	1.2	283,740		214,418	1.6
Fish products	152,710	1.4	164,079	0.7	314,483		220,482	1.7
Electrical goods	108,188	0.9	398,155	1.7	162,798		186,731	1.4
Rice	424,400	3.8	128,448	0.6	408,152		166,173	1.3
Fruits and nuts	76,651	0.7	120,156	0.5	94,138		126,784	1.0
Cement	143,499	1.3	171,492	0.7	170,573		126,667	1.0
Eggs	105,572	0.9	115,722	0.5	128,598		126,507	1.0
Woolen goods	116,018	1.0	123,452	0.5	125,415		90,940	0.7
Explosives	16,101	0.1	67,009	0.3	21.344		84,834	0.6
Leather goods	138,617	1.2	83,167	0.4	164,325		93,930	0.7
Matches	57,972	0.5	106,024		119,859		82,839	0.6
Spirituous liquors	54,039	0.5	119,498	0.5	118,184		79,964	0.6
Perfumery, cosmetics, etc	81,962	0.7	76,151	0.3	116,055		73,900	0.6
Shoes	154,439	1.4	99,761	0.4	213,244		78,217	0.6
Coffee	74,595	0.7	111,994	0.5	139,467		70,679	0.5
Earthen, Stone ,and China ware .	83,818	0.7	60,944	0.3	110.256		69,950	0.5
India rubber goods	69,893	0.6	87,927		135,036		68,273	0.5
Cocoa or Cacao	44,358	0.4	56,930		70,184		56,479	0.4
Crude oil	72,892	0.6	100,210		120,272		55,895	0.4
Soap	64,995	0.6	58,464		45,563		49,421	0.1
Sugar & molasses	44,737	0.4	50,657		92,796		52,870	0.4
Paints, varnish, pigments, etc	80,408	0.7	33,561	0.1	84,432		52,647	0.4
Motion picture films	85,260	0.7	114,593	0.5	76,627	0.5	44,346	0.3
Diamonds and other precious								0.0
stones, unset	27,979	0.3	677		16,180		23,607	0.2
Sporting goods	16,073	0.1	33,390	0.1	23,910		18,257	0.1
Agricultural implements	771		8,596		2,436		4,372	
Automobiles	26,524	0.2	170,043		54,51		65,055	0.5
Automobile tires	167,797	1.5	133,305		249,899		124,584	0.9
Automobile accessories	34,172	0.3	429,748		101,503		62,092	0.5
All others	1,265,662	11.2	2,726,676	11.7	1,588,642	9.4	1,449,936	10.9
Total	₱11,255,473	100.0	<b>P</b> 23,268,811	100.0	<b>P</b> 16,871,48	8 99.9	<b>#</b> 13,302,786	100.0

### IMPORTS BY COUNTRIES

Countries	1922	Augus	st 1921		July, 192	2	Monthly ave for 12 mon previous to 1922	ths
_	Value	%	Value	%	Value	%	Value	%
United States	₱ 6.173.664	54.7	₱15,936,200	68.5	₱10,315,699	61.1		
Japan	1.314.449	116	1,962,308	8.4	2,031,935	12.1		11.5
China	1,221,788	10.8	1,814,996	7.8	1,181,165	7.0		9.7
United Kingdom	297,903	2.6	519,293	2.2	548,038	$^{3.2}$		3.8
Dutch East Indies	377.299	3.4	1.167.285	5.0	514,497	3.0		3.1
Australasia	389,003	3.5	512,129	2.2	633,171	3.8		3.3
French East Indies	467,430	4.2	322,448	1.4	734,448	4.5		$^{2.5}$
British East Indies	110,251	1.0	64,614	0.3	118,840	0.7	195,406	1.5
France	152,687	1.4	233,276	1.0	147,389	0.9	124,740	-0.9
Switzerland	144,154	1.3	284,089	1.3	157,456	0.9	95,895	0.7
Siam	11.381	0.1	117,515	0.5	6,481		61,175	0.5
Spain	56,962	0.5	67,236	0.3	110,947	0.7	81.438	0.6
Germany	188,191	1.7	92,263	0.4	146,472	0.9	79,471	0.6
Netherlands	40,536	0.4	31,641	0.1	46,116	0.3	30,900	0.2
Japanese-China	203,431	1.8	95.487	0.4	67,225	0.4	39,944	0.3
Canada	42,417	0.4	12.850	0.1	19,344	0.1	25,499	0.2
Hongkong	17,217	0.2	7.759		36.753	0.2	17,475	0.1
Italy	15,365	0.1	4,877		18,532	0.1	8,748	0.1
	3,875		1,414		65		4,409	
Denmark	7.319	0.1	2,614		22,800	0.1	6,749	0.1
Belgium	900		631		2.801		944	
Sweden	10,070	0.1	969		608		1,161	
Norway	1.627		1.604		3,188		2,253	
Austria	7,554	0.1	15,313	0.1			7,741	0.1
All other countries	1,001		10.010					



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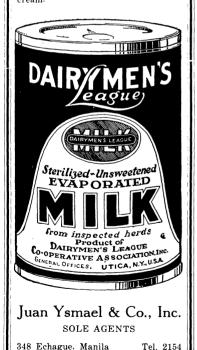
# PRINCIPAL EXPORTS

Commodities	Aug., 1922			Aug., 1921			July, 1922			Monthly average for 12 months previous to Aug., 1922			
	Quantity	Value	%	Quantity	Value	%	Quantity	Value	%	Quantity	Value	%	
Sugar Cocont oil Copra Hemp Embroideries Cigars Leaf tobacco Maguey Copra meal Lumber cub. met. Cordage Hats Knotted Hemp All other domestic exports Exports of U. S. products Exports of foreign preducts Exports of foreign preducts	22,284,431 10,636,768 16,145,832 16,624,043 27,071,635 857,125 2,528,208 6,135,950 4,687 295,374 24,312 42,111	P 3.420,510 2,400,847 2,599,621 2,599,621 1,082,823 250,538 358,786 252,817 178,725 120,089 56,118 125,505 304,152 P15,163,636 177,899 41,973	15.6	10,036,996 8,052,993 18,682,000 2,068,916 723,328 4,442,808 3,166 131,057 14,449 6,675	**P* 4,579,556 2,039,692 1,448,913 1,693,598 640,284 607,735 1,132,396 90,357 162,564 174,688 57,219 92,344 8,944 319,369 **P13,387,659 **P13,387,659	33.7 15.0 13.6 12.4 4.7 4.5 8.3 0.7 1.2 1.3 0.2 0.1 2.3 98.4 1.2	24,127,203 f 3,958,016 12,522,891 12,290,234 25,939,529 888,784 1,306,748 5,961,616 9,117 211,544 29,774 54,789	* 3,191,717 1,195,596 2,024,834 2,602,184 491,956 804,766 217,953 173,114 182,160 367,553 87,613 79,057 101,327 11,835,287 129,448 21,769	10.0 16.9 21.7 4.1	34,425,031 8,455,307 15,107,385 11,673,446 18,700,112 1,326,060 1,385,258 5,930,655 2,791 178,302 19,958 21,121	2,669,314 2,503,515 2,615,534 568,370 712,974 419,570 209,752 175,133 111,698 78,324	2.7 1.3 1.1 0.7 0.5 0.3 2.0 97.4 2.3	
Total exports	-	<b>P</b> 15,383,508			₱13,608,385			*11,986,504			#15.611,109		

All quantities are in kilos except Cigars & Hats which are in numbers, and lumber in cub. met.

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### EXPORTS BY COUNTRIES

Countries	1922 August 1921			July, 1922		Monthly average for 12 months previous to Aug., 1922		
	Value	%	Value	$\frac{1}{2}$	Value	%	Value	%
United States †	9,534,198	61.9 <b>P</b>	7,012,232	51.5 P	7,084,041	59.2	₱ 9,937,463	63.7
Japan	1,195,357	7.8	930,837	6.8	707.577	5.9	1,066,818	6.7
United Kingdom	976,561	6.3	577,688	4.2	842,551	7.1	885,305	5.7
Germany	1,015,856	6.6	1,330,803	9.8	261,132	2.2	648,184	4.2
Hongkong	298,236	1.9	649,029	4.8	299,752	2.5	583.093	3.7
Spain	427,156	2.8	977,002	7.2	500,032	4.2	562,254	3.6
China	193,752	1.3	1,069,319	7.9	914,934	7.6	452,339	2.9
Netherlands	532,007	3.5	121.061	0,9	489.275	4.1	444,531	2.8
France	117,752	0.8	46,124	0.3	209.548	1.7	363,026	2.3
British East Indies	174,374	1.1	211,486	1.6	124,595	1.0	198,447	1.3
Canada	414,153	2.7	56,650	0.4	261,901	2.2	130,055	0.8
Australasia	175,177	1.1	115,637	0.8	103,281	0.9	109,080	0.7
Belgium	117,649	0.8	54,085	0.4	48,988	0.4	68,818	0.4
Italy	129,598	0.8	896		73,260	0.6	55,972	0.4
Dutch East Indies	24,108	0.2	36,289	0.3	15,960	0.1	43,106	0.4
Austria			320,032	2.4	2,200		607	
French East Indies	4,494		13,896	0.1	11.581	0.1	13,685	0.1
Siam	10,387	0.1	4,203		5,793		8,043	0.1
Switzerland	12,290	0.1	8,944	0.1	15.072	0.1	5,680	٠.,
Japanese-China			2,685		275		4,882	
Denmark			·		1,100		225	
Norway					2,		8	
All other countries	30,403	0.2	69,487	0.5	13,656	0.1	29,488	0.2

Total ...... ₱15,383,508 100.0 ₱13,608,385 100.0 ₱11.986,504 100.0 ₱15,611,109 100.0

# FOREIGN TRADE BY COUNTRIES

Countries			gust 1921		July, 19	22	Monthly ave for 12 mor previous to 1922	nths
	Value	%	Value	%	Value	%	Value	%
United States	<b>f</b> *15,707,862	59.0	<b>P</b> 22,948,432	62.2	<b>1</b> *17,399,740	60.4	<b>1</b> *17,956,363	62.1
Japan	2.509,806	9.4	2,893,145	7.9	2,739,512	9.5	2,595,217	9.0
China	1,415,540	5.3	2,884,315	7.9	2,096,099	7.3	1,742,349	6.0
United Kingdom	1.274,464	4.8	1,096,981	3.0	1,390,589	4.8	1,392,383	4.8
Germany	1,204,047	4.5	1,423,066	3.9	407,604	1.4	727,657	2.6
Spain	484,118	1.8	1,044,238	2.9	610,979	2.1	643,692	2.2
Hongkong	315,453	1.2	656,788	1.8	336,505	1.2	600,568	2.1
Australasia	564,180	2.1	627,766	1.7	736,452	2.6	541,670	1.9
France	270,439	1.0	279,400	0.7	356,937	1.2	487,767	1.7
Netherlands	572,543	2.2	152,702	0.4	535,391	1.9	475,432	1.6
Dutch East Indies	401,407	1.5	1,203,574	3.2	530,457	1.8	457,066	1.6
British East Indies	284,625	1.1	276,100	0.7	243,435	0.8	393,851	1.4
French East Indies	471,924	1.8	336,344	0.9	746,029	2.6	341,585	1.1
Switzerland	156.444	0.6	293,033	0.8	172,528	0.6	101,574	0.4
Canada	456,570	1.7	69,500	0.2	281.245	1.0	155,455	0.5
Siam	21,768	0.1	121,718	0.3	12,274		69,218	0.2
Belgium	124,968	0.5	56,699	0.2	71,788	0.2	75,562	0.3
Italy	144,963	0.5	5,773		91,792	0.3	64,721	0.2
Japanese-China	203,431	0.8	98,172	0.3	67,500	0.2	44,825	0.2
Austria	1,627		321,636	0.8	5,388		2,860	
Denmark	3,875		1,414		1,165		4,633	
Sweden	900		631		2,801		944	
Norway	10,070		969		608		1.169	
All other countries	37,957	0.1	84,800	0.2	21,174	0.1	37,332	0.1

Total ...... \$26,638,981 100.0 \$26,877,196 100.0 \$28,857,992 100.0 \$28,913,894 100.0

# CARRYING TRADE

EXPORTS

Nationality of Vessels –	1922	Au	August 1921		July, 19	July, 1922		orage nths Aug.,
r cancia	Value	%	Value	%	Value	%	Value	%
American	₱ 7,022,553	47.2	<b>*</b> 3,454,917	26.5	₱ 3,680,152			41.2
British	4,266,761	28.7	4,791,697	36.7	3,361,353	29.2	5,250,294	34.9
Japanese	946,215	6.2	1,915,456	14.7	2,408,900	-20.9	1,851,293	12.3
Dutch	632,409	4.3	629,249	4.8	832,926	7.2	1,109,698	7.4
Spanish	484,952	3.3	1,178,411	9.0	100		214,519	1.4
Swedish			712,320	5.5	553,432	4.8	228,077	1.5
Philippine	15,514	0.1	372,388	2.8	433,971	3.8	101,489	0.7
Chinese			616				52,016	0.3
(ierman	678,971	4.6					16,616	0.1
French							1,658	
Norwegian	812,211	5.6			220,869	2.1	24.089	0.2
Total by freight	₱14,859,586 523,922		₱13,055,054 553,331		*11,491,703 494,801		#15,050,291 560,818	100.
Total	₱15,383,508		₱13,608,385		<b>#</b> 11,986,504		<b>P</b> 15,611,109	

### IMPORTS

Nationality of Vessels	1922	Aug	ust 1921		July, 19	022	Monthly av for 12 mon previous to 1922	nths
r coscis	Value	%	Value	%	Value	. %	Value	%
American			₱ 7,818,774			28.5		33.8
British			10,835,831	47.1	8,894,210			48.8
Japanese			2,912,362	12.6	1,642,710			
Dutch			682,733	3.0	721,204 $132,925$			
Philippine			195,129	0.8	111,504			
Spanish		0.0	66,549 $495,328$	2.2	58,829			
Norwegian		1.8	35,637	2.3	265,596			0.8
French		1.0	33,031		200,000	1.0	6,136	
Swedish							0,100	
German	66		17					
Total by freight			#23,042,360 226,451		#16,548,789 322,699		₱12,965,144 337,642	100.0
Total	₱11,255,473		P23,268,811	l	₱16,871 <b>,4</b> 88		# 13,302,786	

### TOTAL FOREIGN TRADE

Nationality of Vessels	1922	Au	gust 1921		July, 192	2	Monthly ave for 12 mon previous to 1922	nths
v esseis	Value	%	Value	%	Value	%	Value	%
American	₱ 9,660,859	37.6	#11,273,691	31.2	# 8,401,963	30.0	₱10,583,552	37.8
British	10,198,727	39.8		43.3	12,255,563			
Japanese	1,988,848	7.7		13.4	4,051,610	14.5		11.7
Dutch	1,309,023	5.1		3.6	1,554,130	5.5		5.4
Spanish	547,541	2.1	1,244,960	3.4	111,604	0.4		1.1
Philippine	289,228	1.1	567,517	1.6	566,896	2.0		0.9
Swedish			712,337	2.0	553,452	2.0		0.8
Chinese	199,303	0.8		0.1	265,596	0.9		0.5
Norwegian	812,211	3.2		1.4	279,698	1.0		0.2
German	679,037	$^{2.6}$					16,617	0.1
French							7,793	
Total by freight	\$\frac{1}{2}5,684,777 \\ 954,204	100.0	₱36,097,414 779,782	100.0	\$28,040,492 817,500	100.0	P28,015,435 898,460	100.0
Total	<b>P</b> 26,638,981		₱36,877,196		#28,857,992		<b>1</b> *28,913,895	

# Publications Received and Not Previously Listed.

Bangkok Market Report; monthly; organ of Bangkok International Chamber of Com-

Bulletin; bi-monthly; New York City; official organ, Norwegian American Chamber of Commerce.

Comunidad; weekly; Manila; English and

Cincinnatian; weekly; official organ, Cincinnati Chamber of Commerce.

Exportacion de Suecia; monthly; Stockholm, Sweden; organ of General Swedish Export Association; Spanish. Gazette; fortnightly; Manila.

Guia de Importadores; monthly; New York; Spanish.

Japan Chamber of Commerce Journal; Mukden, Manchuria; Japanese. Japan Magazine; monthly; Tokio. Memphis (Tenn.) Chamber of Commerce

Journal; monthly. Journal, monthly.

Mersey; quarterly; Liverpool; organ of
Mersey Dock Board Staff's Guild.

Magindanaw; Weekly; Davao, P. I.;

English and Spanish.

Oklahoma; weekly; organ of Oklahoma City Chamber of Commerce.

Port of Hull Annual; annual; Hull, Eng-

land.

# BRUSSELS FAIR, 1923

This Chamber is in receipt of a communication from M. Paul B. Verstraeten, His Belgian Majesty's Consul in Manila. announcing the forthcoming opening of the Third Official Fair of Brussels on April 9, 1923. The Fair will continue until April 25 and will consist of 35 groups. In 1920, the Fair occupied 19,000 square meters of space in 1921 it covered 29,000 square meters and this year it extended over an area of 31.000 square mters. Two thousand meters of space had to be refused on account of lack of room. M. Verstraeten encloses a copy of the rules and regulations of the Fair, together with costs of space, which may be consulted by those interested. on application to the Secretary of the Chamber.



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In Manchuria, it is obtained in the Suiyuen district, and three mines are being worked in the Kwantung Leased Territory, in the south-eastern section of the province, most of the output there being sent to Japan.

In regard to the Philippine deposits, these are being worked in only a small way. The production at present amounts to approximately 400 tons a year, but little or no export business has been done. The asbestos found in the Far East is very similar to that found in South Africa, and though small lots may be found in China which are superior to the South African quality, the bulk of the cargo is certainly very much inferior, and has on many occasions been kept out of the market by the South African product.

There is no doubt that most of the Chinese asbestos is deficient in textile strength, which is a most important consideration, but, on the other hand, much of the material could be utilized for mixing with better qualities, provided that there is careful selection and treatment. Up to the present, business has been so small that there are no regular market lines. The Chinese usually offer raw cargo, which foreign merchants may or may not clean before sending off. It is probable that business in asbestos will develop along much the same lines as that of bristles, i. e., business houses will buy or mine the raw material, prepare it, grade it according to specified grades. and sell c. i. f. as per sample. There is no regular season, but production will always follow demand.

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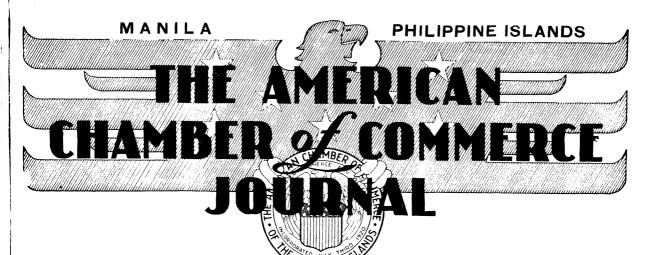
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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer, Exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

The American Chamber of Commerce of the Philippines is a member of the UNITED STATES CHAMBER OF COMMERCE, and is the largest and most adequately financed American Chamber of Commerce outside the continental boundaries of the United States. The organization has Twelve Hundred members, all Americans, scattered over the Philippine Archipelago from Tawi Tawi to the Batanes. The organization of branches in all the American communities of the Asiatic Coast is being stimulated.

The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such as the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine-American Chamber of Commerce and the Manila Chamber of Commerce.

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# PROMINENT AMERICANS IN THE PHILIPPINE ISLANDS



JAMES G. JEFFERYS

James G. Jefferys was born in Japan on October 15, 1894. He was educated in the San Francisco High School and soon thereafter entered the employ of Parrott & Co. In 1917 he enlisted as a private in the Army and was later commissioned. He graduated from the Fort Sill Artillery School and was assigned as instructor in field artillery at the Officers' Training School, Lousville, Ky.

After the war. Mr. Jefferys took charge of the China Import Department of Parrott & Co., and from there stepped into a similar position with Atkins, Kroll & Co., also of San Francisco. He was sent to Manila in November, 1919. and in December, 1920, was placed in charge of the local office.

Mr. Jefferys represents his firm as an Active member of this Chamber and is Secretary of the Manila Polo Club. He is also a member of the Army and Navy, Manila. Elks, Manila Tennis and Manila Golf clubs.

# JOHN NORTHCOTT

John Northcott was born in Devonshire, England in 1851, and after a high school education went to work as a clerk with the Great Western Railway at Plymouth at the age of 15. Five years later he joined the staff of Fitz Roy & Co.. a large brokerage firm, ultimately becoming manager of the Bristol office.

In 1882 he emigrated to America and became an American citizen. Having gained a knowledge of the fertilizer business in



England, he worked with Hammond, Hull & Co., of Savannah. Ga., exporters of that commodity, for five years. In 1891 he entered the life insurance business as cashier of the Omaha office of the New York Life. In 1905 he was sent to Manila as cashier of that company's local office, and in 1910 he secured the general agency of the West Coast Life, which he has built up into one of the largest in the Islands.

Mr. Northcott is an Active member of this Chamber and also belongs to the Cosmopolitan Gun Club, the Tiro al Blanco club and the Knights of Pythias.



CARL DAVIDSON

Carl Davidson, manager of the local branch of the Goodyear Tire and Rubber Company, was born in Ohio in 1884. He attended Mt. Union College and Ohio State University, graduating in 1907. He spent some years on the plains and in the mountains of New Mexico, for the U.S. Government, joining the Goodyear firm in 1912 with the intention of going to Mexico. Revolutions spoiled this plan and he took up export work for the firm, traveling in the West Indies, Central America and South America. In 1917 he became Director of the Goodyear Tire and Rubber Company, Ltd., in the Dutch East Indies.

In May, 1919, Mr. Davidson was placed in charge of Manila headquarters for China, Japan, Siberia, Indo-China, the Straits Settlements, the Federated Malay States and the East Indies. He has been manager of the Manila branch since 1921.

Mr. Davidson is an Active member of this Chamber, a Shriner, and belongs to the University and Rotary clubs.



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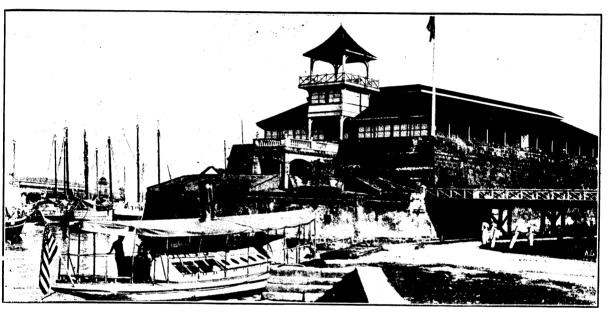






# HISTORIC OLD FORT SANTIAGO

By Norbert Lyons



Department Headquarters, Fort Santiago

Photo by Denniston, Inc.

A fascinating combination of sixteent's century architecture and twentieth century utility, a storehouse of ancient Philippine lore and modern Philippine history, a region of surprises and discoveries at every turn, is Fort Santiago, at the mouth of the Pasig river and headquarters of the American Army establishment in the Islands. The lsat time we visited the fort we took a flash-light photograph of the "dungeons" underneath the ancient structure. Not one of the officers who went with us had ever seen them and they had worked within a stone's throw of them for periods varying from two to ten years. How many people in or out of Fort Santiago know, moreover, that the living quarters of the inniter are in the cell ing quarters of the janitor are in the cell occupied by Jose Rizal, the Filipino national hero, during his imprisonment by the Spanish authorities just previous to his execution on the Luneta, and that it was in this cell that he wrote his famous "Ul-timo Adios," (Last Farewell), which he smuggled out in a lamp? A commemorative tablet was placed in the room in 1913, but it is hidden behind the janitor's bcd and suffers decidedly from lack of polish and luster.

A large book could be written about the Fort. its history and the events connected with its time-worn walls. The records.

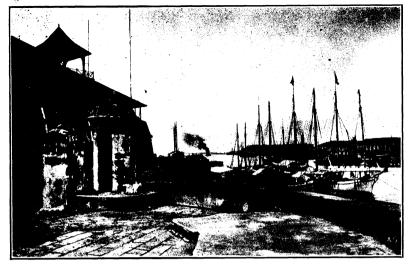
however, are not easily obtained and the task would require years to do it justice. There is enough, however, in the outward attractions of the Fort to warrant frequent visits by those interested in the history of Manila; and tourists should find in the leautiful grounds alone enough to more than repay the trouble and time of a trip.

# THE "DUNGEONS"

Fort Santiago is situated within easy accessibility of the downtown business district. Entrance may be gained either through the Commanding General's office directly on the river, the approach being by way of Malecon drive, or through the Walled City along calle General Luna. Taking the latter course, we pass through the outer gate into Plaza Moriones, a will-kept compound and then through the picturesque inner gate into the old Fort proper. The open space beyond the inner gate is lined to the right and left by old Spanish barracks, the building at the right having a modern superstructure divided into officers' quarters. In the ground floor are the military information division and library. The barracks at the left remains intact so far as outward appearance goes but the

interior has been remodelled to serve as quarters for officers—and very comfortable quarters they are, with large airy rooms, kept cool by the thick walls and facing the open sweep across the fill to the Bay. On the outer wall is a long parapet used as a porch.

At the farther end of the yard is another barrack building with a more recent superstructure. This building, which houses the guard, was reconstructed by the Spaniards about 1882. Underneath it is a so-called "dungeon," which is obviously of far older construction. The exact use to which this underground space was put could not be ascertained by the writer, but the popular theory that it was used for condemned political prisoners seems not at all established. One story is that from it a passage led into the Walled City and another passage into the Walled City and another passage into the river, but cursory exploration showed that all apparent passages and stairways were closed up. It seems to us that this "dungeon" is the remains of one of the original buildings constituting the old Fort. Entrance is gained by a narrow passage about three feet square and six feet long guarded by an iron-barred door. There are a number of other "dungeons," some of which are used for storage of old files.



Old Sentry Box on Fort Santiago Ramparts

Photo by Denniston, Inc.

# Scenes and Views

The headquarters building is reached by a steep incline. The port cochére was constructed in 1903 by Major General George W. Davis. This building has been occupied successively by a galaxy of American military leaders including such names as J. Franklin Bell, Leonard Wood. Otis, Chafee, McArthur, Hunter Ligett, Kernan, Evans, Green, Duvall. Wright and Read, mentioning only those that occur to us at the moment. Generals have come and generals have gone, but a number of the old-time non-coms and clerks have been at the Fort for years and some of them can tell interesting stories of the various commands that have centered at Fort Santiago.

One of the finest views in Manila may be obtained from the parapet outside the commanding general's headquarters. Picturesque vessels of all descriptions are moored in the Pasig in the immediate foreground, while in the distance we see the light house at the river's mouth. Engineer Island, the breakwater and the broad sweep of Manila Bay with its big ocean-going steamers and smaller craft. Viewed from the river side, the circular bastion of the Fort, jutting into the river, with the old stone sentry box on top, presents an extremely picturesque view. some notion of which may be gained by one of the photographs accompanying this article.

As we wander around the fort, we are constantly confronted with exemplars of fifteenth, sixteenth and seventeenth century architecture. Moss-grown and age-colored walls and fortifications in picturesque outline arise at every turn. Ancient cannon and comparatively modern weapons are encountered one after the other. There is one battery of three and four inch Civil War pieces which is used for salute purposes to this day, mounted on a parapet, just behind the medical department, facing Malecon drive. Cannon of more ancient design are found at other points. The red tile roofs of some of the old buildings form a pleasing contrast with the tropical green foliage surrounding them.

# COMING OF THE SPANIARDS

At the time the Spaniards first came to Manila in 1570 there was a palisaded fort, or cotta, on the site of the present Fort Santiago manned by "Moros."\* This fort was

\*The natives in the vicinity of Manila were then under Mohammedan influence.

armed with 12 good guns, the art of casting having been learned from Japanese or Chinese. with whom the Tagalogs had been in more or less close communication. Legaspi took possession of the city in the name of the King of Spain and ordered the natives to begin the construction of fortifications. A

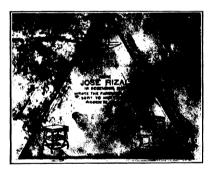


Photo by Denniston, Inc.

Tablet in Room Occupied by Rizal Previous
to His Execution

Lattle had to be fought with the "Moros," who finally fled before Goiti's attack. leaving their artillery behind. The natives promised to proceed with the construction of a fort but made such little headway that the Spaniards were compelled to complete the job. The first works were built of

timber, but an attack by a Chinese fleet in 1574, which nearly resulted disastrous for the Spaniards caused King Philip to issue a royal decree directing that Manila be fortified in a manner to insure it against all further attack and uprisings.

This attack by the Chinese came as a surprise to the Spaniards, commanded by Juan Salcedo, nephew of Legaspi. Li-ma-hong-the Chinese leader, arrived in Manila on November 29, 1574. with a fleet of 62 war junks bearing 2.000 scidiers and an equal number of sailors, together with all supplies necessary for an occupation. Sioco, a Japanese, was sent ashore with the land forces and attacked the Spaniards before they were aware of the real seriousness of the situation. A hand to hand fight ensued at Fort Santiago in which Sioco and his men were beaten and driven back to their ships in disorder.

### DATA ON GARRISON IN 1739

Gomez Perez Darmariñas, who was sent here as governor in 1590, began to carry out the King's decree of improving the for-Leonardo Iturriano, a Spanish tifications. engineer, completed the job in 1593, but little, if any, evidences of the original construction remain. From that date on, additions to the fortifications were made from time to time until the whole Walled City fortification system was virtually completed. in about 1878. Most of the present old construction at Fort Santiago would appear to date from 1729 to 1745, when Governor General Fernando Valdéz y Tamón restored the old walls, and Juan Arrechedera heightened them. Technically, these constructions were based on the old Italian and Spanish methods of fortification. A report on Fort Santiago made by Governor Valdez in 1739 describes the garrison of Fort Santiago as follows:

"The authorized garrison of the fort is composed of 1 company of Spanish infantry, commanded by the warden, who by His Majesty's order has 1 lieutenant, 1 adjutant. 1 cnsign, 1 sergeant and 5 minor minor officers, these latter being an orderly, a flag bearer, a fifer and 2 drummers; with 60 soldiers, and 1 gunner with 12 artillerymen. The laborers are native Pampangos and are organized as a company of infantry with a captain ensign, sergeant and the 3 minor officers of standard bearer, fifer and drummer; and 90 soldiers, of whom 3 are in receipt of good conduct pay."

The rates of pay might prove interesting. The warden received 665/8 pesos a month, the lieutenants 56/8 pesos, the ensigns 4 pesos, the sergeants 3 pesos, and the constatles of artillery 4 pesos each. The captain of the Pampangos received 6 pesos a month and the petty officers 21/2 pesos each. The 60 Spanish soldiers, the 12 artillerymen and

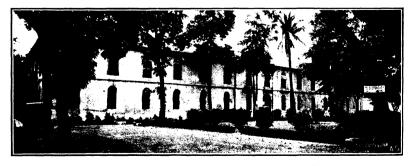


Photo by Denniston, Inc.

Old Spanish Barracks, Fort Santiago, Now Used as Officers' Quarters



View From Parapet, Fort Santiago

Photo by Denniston, Inc.

the 4 fifers and drummers drew #2 each, while the native soldiers received only 1 1/4 pesos a month. They were all rationed with rice. The total annual pay of the garrison amounted to #4,595 and the rice ration totalled 1,219.5 fanegas (1.824.3 bushels).

This report describes the fort as having a perimeter of 2.030 feet and being "of a nearly triangular form." The artillery included 29 bronze cannon and 12 iron guns, the largest being 4 bronze 25 pounders and 4 iron 32 pounders.



Photo by Denniston, Inc.
Entrance to "Dungeon"

# OCCUPATION BY THE BRITISH

Field Marshal Pedro Manuel de Arandia, who was governor from 1754 to 1759, when he died suddenly, did a great deal toward improving the defenses of Manila. He established the first regular military organization in the Islands. At the time of his death he was engaged in a controversy over the removal of two churches which stood in the present Luneta district and which he claimed were a source of danger to Manila, which then comprised only the district within the walls. His apprehension proved well founded for when three years later, in 1762, the British laid siege to the city, they used these churches with telling effect in placing their artillery. These edifices were afterward removed. One was called the Santiago church, but it had no connection with the fort of that name, which was a mile further north

The British, like the Americans more than two centuries later, landed to the south of the Walled City at Fort San Antonio de Abad. The attacking force consisted of 1.500 European troops, about the same number of Indian troops (sepoys), and 1.000 sailors and marines from Admiral Draper's fleet. The Spanish defenders had 600 regulars, 80 pieces of artillery with a small force of artillerymen, 300 Spanish militia and a large number of unorganized natives. The siege lasted from September 22 to October 6, on which date the British entered a breach in the wall near the present Potenciana gate, and took possession of the Manila defenses, including Fort Santiago. Military experts are of the opinion that the Spanish were defeated because of the poor discipline and inadequacy of their troops rather than owing to the weakness of the fortifications. The treaty of Paris (1763) failed to take the Philippines into account. and the Spanish automatically resumed control of the Islands. Naturally many changes in the fortifications have been made since then, but comparatively few affected Fort Santiago. The moat was completed about the beginning of the 19th century. trace of it now remains, the Americans having converted it into a Sunken Garden, most of which is now being utilized as a golf links.

The legends over the gates and entrances of the old Manila fortifications are of interest to many students of Manila history. At Fort Santiago, over the entrance to the office of the commanding officer, an inscription is found of which a free translation follows:

"The Catholic and Royal Majesty of the King, our Lord (whom God guard). Philip V, reigning in Spain and the Indies, the Very Illustrious Don Fernando Valdez Tamon. brigadier of the royal armies of His Gracious Majesty, Knight of the Order of Santiago, being governor, captain-general and president of the royal audiencia of these Philippine Islands. This fort was rebuilt in the year 1731. Capt. Carlos de Abarca y Valdez being commandant thereof for His Gracious Majesty."

# USEFUL AGAINST MOROS

While a casual examination of the history of Manila's old fortifications would seem to demonstrate their ineffectiveness under real stress, yet it must be remembered that it was not only against occidental methods of warfare attack that the city had to be protected. Excursions to Luzon by Moro pirates were frequent in the old days and it was against such attacks that the Manila forts and walls proved most effective and useful. It is doubtful if the city could have survived without its two and a half mile ring of fortifications, of which Fort Santiago is the main stronghold, built up by a long line of Spanish administrators, soldiers, engineers and architects in the course of more than three centuries. A royal order of April 23, 1872, approved the last proposed changes in the Manila fortifications, but none were carried into effect completely.

A whole day might very interestingly be spent in a tour of the entire wall, but



Photo by Denniston, Inc. Flashlight of Fort Santiago "Dungeon"

Fort Santiago alone offers sufficient material of interest to the average sightseer or tourist for an hour or two of absorbing in spection. Before going to the Fort, visitors should apply at headquarters for a pass. The native employees are always glad to show the dungeons when authorized to do so and the American civilian employes are also most accommodating. Mr. Sinclair, who has been in charge of the military information division library for many

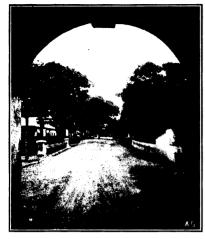


Photo by Denniston, Inc.

Looking Through Main Gateway Across Plaza Moriones

years, is a mine of information on Fort Santiago

Residents who have not taken the opportunity of making a real sight-seeing trip to Fort Santiago should not lose any further time, and tourists will find the trip interesting beyond expectation. The only expense involved is the vehicle hire to and from the Fort, although the street car can be used. Take the Walled City (Intramu-ros) car and get off at the intersection of calles Postigo and Cabildo if coming from the business section. The car running in the opposite direction takes a different route and passengers bound for Fort Santiago should alight at the intersection of calles General Luna and Aduana.

# LOS ANGELES CHAMBER SENDING FILMS HERE

The Los Angeles Chamber of Commerce proposes to send here a double-reel series of moving pictures—40 odd views of about 50 minutes showing time—which will show Los Angeles and Southern California activities and industries-the port, the hotels, the banks, the citrus and vegetable packing houses, and farms and orchards. The picture will be followed by a talk of explanation.

Meetings will also be held with various commercial bodies at which all matters pertaining to the possibilities of travel and business with Southern California will be

answered.

It will be the first time that a great metropolitan city has made use of the moving picture to introduce itself abroad. picture will bring to all who see it firsthand information of Los Angeles and Southern California.

### NEW MEMBERS

### Associate

Thomas F. Loudon, American-European Y. M. C. A., Manila. Earl T. Dayton, Calamba Sugar Estate,

Laguna.

John G. Russell, Export Department. Pacific Commercial Company. Manila.

# Searching for Oil in the Philippines

"Wildcatting" for oil in the Philippines is a very uncertain game, according to Dr. Roy C. Dickerson, in charge of local operations of the Richmond Petroleum Company a subsidiary of the Standard Oil Company of California, who discoursed on the subject before the members and invited guests of the American Chamber of Commerce at the luncheon of Wednesday, October 4. Dr. Dickerson related the details of his company's operations in the Bondoc peninsula, Tayabas, and gave facts and figures regarding the oil industry in general. He was introduced by Director Samuel F. Gaches, who presided at the meeting in place of Acting President E. E. El-

### BIG WEALTH IN SMALL AREA

"Wildcatting," the speaker stated, is now accepted as a legitimate term, its meaning being merely the testing of unproven ground. This sort of activity has increased enormously in recent years on account of the immense rise in oil consumption. Thus while the world's oil production in 1913 amounted to 51,000,000 tons (357,000,000 barrels), it had risen to 110,000,000 tons in 1921. Gasoline is the most valuable portion of the oil and its consumption largely governs the price of oil, which is valued according to its gasoline content. In 1921 67 per cent of the world's cil production came from the United States and only 2 per cent from the British Empire. This, in a measure, would explain the effects of British statesmen to secure oil concessions in different parts of the world

As for Russia, Dr. Dickerson stated that in 1917 that country produced 9.3 per cent of the world's supply of oil from an area of only 3.500 acres, between six and seven square miles. The total proven oil area in Russia is only 10 square miles, and it is estimated that there are in all about 30,000 acres virtually proven but unexploited land in Russia. California, from January to July of this year, produced 61,000,000 barrels of oil from an area of 140 square miles. These figures show that oil-bear-ing areas are usually small and concentrated.

About three years ago Dr. Dickerson was sent to the Philippines to make a preliminary geological survey of the Islands. The prices of gasoline and other oil products were then higher. Since then oil has sold as low as \$1 a barrel, at which figure, Dr. Dickerson declared, it is the cheapest and most economical fuel for manufacturing and other plants. Talking of the Cal-ifornia oil industry, Dr. Dickerson stated that oil operations in the United States and in the Philippines differed considerably. The expense is much greater here on account of the primitiveness of the country, lacking, as it does, roads and other facilities. He thought that the U. S. officials had made a mistake in recently compiling the mining laws of all countries and states and combining them in one volume, as this is apt to lead to erroneous deductions. He advised Americans in countries outside of the United States to talk to the federal officials they may meet and tell them the local needs and ways in which they can cooperate with Americans

### EXAMINING SHALES

The first step in making an oil investigation is to obtain good maps. In the Philippines these were obtained from the Army, the Bureau of Science and the Coast and Geodetic Survey. The next The next thing is to secure all possible information regarding natural occurrences, such as seeps, gas, asphalt, parafine. etc. Gas. however, does not always indicate oil. The socalled "dry" gas is often only a marshy emanation or comes from a small lignite seam.
The "wet" gas when placed under pressure. The "wet" gas when placed under pressure yields a species of gasoline called "casinghead." The relationship of shale to neighboring strata is also very important. The shale, in the first place, must be from the bottom of the sea, not from the deepest portions nor from near the shore line, but from a moderate depth, where the small organisms lived. The shale found in the Bondoc peninsula is similar to that found all the way from Borneo to Formosa. There must also be a suitable cover on top of the shale. Steep beds are to be avoided—the more horizontal they are, the better. A good sandstone is desirable, folded so as to permit the oil to rise to the top. A double-closed anticline is the most desirable, as it will trap the oil. The next process in the development is the securing of leases and options. This is followed by the actual well-boring opera-

# THREE WELLS SUNK ALREADY

One year ago last January, the Richmond Petroleum Company landed 1,000 tons of drilling machinery and started drilling about three miles from the shore on the Bondoc peninsula. At 350 feet, on the Bondoc peninsula. At 350 feet, sandy shale and oil were encountered and at 550 feet a similar showing was made, but the hole had to be finally abandoned at a depth of 1,353 feet on account of the shale caving in and coming up inside the casing. The rig was then moved two and a half miles toward the center of the geologic structure and another hole sunk. Gas was found in the water at a depth of 1,000 feet. The 12½ inch casing was left in at that depth, cemented at the bottom, and a 10½ inch casing sunk down, but with no results. Then a 6¼ inch casing was sunk inside the 10½ inch casing, and finally a 41/4 inch casing was sent down. No results were obtained to a depth of 2,400 feet and the well was abandoned. A third well was sunk and this has yielded the largest showing thus far, between 1.110 and 1.119 feet down where oil came out of as andy blue shale. The showing, how-ever, is not large enough to warrant a test. This hole will probably be sunk to a depth of 4,000 feet, the policy of the company being to exhaust all possibilities before abandoning a well

company being to exnaust an possibilities before abandoning a well.

Dr. Dickerson said that in years to come, perhaps 50 or 60 years from now the world will be forced to resort to extraction of oil from shale. At present, however, the shale process is too expensive and does not pay when oil sells for less than \$3 or \$3 to be the process also requires \$4 a barrel. This process also requires large capital.

Dr. Dickerson when questioned, would not make any statements as to the prospects in the Bondoc peninsula. He said the results in oil "wildcatting" are always very uncertain and all that one could do is to hope for success.

# Chamber Outlines Legislative Program

In response to a request of Senate President Manuel L. Quezon for suggestions regarding legislative and administrative action, Acting President E. E. Elser of our Chamber, after consultation with the Board of Directors and other members, sent the following reply. embodying some of the measures and actions the Chamber would like to see realized during the present session of the Philippine Legislature:

# Manila, October 6, 1922.

Dear Mr. Quezon:

The invitation conveyed by your letter of the third instant is most cordially accepted. The Directors of the American Chamber of Commerce are glad to avail themselves of the opportunity to cooperate with a responsible group of their fellow citizens of the Philippines in any matter of public interest, and after conference with my associates, I take pleasure in submitting briefly some suggestions for legislative and administrative action which we trust may be found helpful.

### TAXATION

We believe that while the worst is over, the economic recovery of the country from the recent depression will be slow. The effort should therefore be made to adjust the budget to the available income rather than to increase the revenues by new taxation. The existing tax laws would produce abundant revenue if the volume of business were satisfactory. The effort should therefore be made to encourage and increase the volume of business rather than to discourage enterprise by burdensome taxation.

# AGRICULTURE

The prevention of epidemic animal diseases and the eradication of insect pests by persistent efforts are essensial to the permanent prosperity of the country. government should renew the efforts made in the past with these objects in view. We recommend that provisions be made in the budget for the coming year.

(a) For the employment of scientists to investigate methods of eliminating locusts; (b) For the purpose of the establishment of a central organization with sufficient funds at its disposal to carry on a campaign

against rinderpest and other epidemic dis-

# GOVERNMENT COMPETITION IN BUSINESS

We believe that the government should abandon the policy of engaging in business. The experience of the past is sufficient to demonstrate that government control of business does not pay; and it is unfair to private enterprises to take public money, raised by taxation, and use it to establish business enterprises in competition with the tax payer. We therefore recommend that the business enterprises now controlled by the Philippine National Bank be transferred to private management and control as rapidly as circumstances will permit and opportunities are found, even although this may result in initial loss to the Bank and government,

While we are fully aware that it is imwhile we are 1011y aware that it is impossible to proceed to an immediate liquidation of the Philippine National Bank, we believe that the policy should be adopted of gradually restricting the activities of the Bank with a view to the ultimate limitation of its transactions to those of a central hand, not dealing directly with the tral bank, not dealing directly with the

public but serving as a central institution for the re-discounting of paper for other banks only, under prescribed conditions.

### CURRENCY

We believe that it is of the utmost importance that steps be taken for the protection or retirement of the notes of the Philippine National Bank which are now in circulation to the extent of about #32.000,-000. In the event that the balance of trade should go against the Islands the result will be a demand for the sale of exchange by the government. If this occurs there will be a strong demand for legal money, which alone is acceptable as legal tender for the purchase of exchange from the government. To meet this demand the Philippine National Bank may be called upon to redeem its notes in large amounts. It is doubtful whether the Bank is at present able to withstand such a demand. The government is directly responsible for the Philippine National Bank and for the support its circulating medium. To meet that obligation we recommend:

1st. That through the sale of bonds or otherwise the notes of the Philippine Na-tional Bank be replaced or redeemed by Treasury Certificates as rapidly as possible.
This can be accomplished by the sale of bonds and the deposit of the proceeds in the Treasury Certificate Fund and the issue against such deposit of Treasury Certificates, such deposit of Treasury Certificates to be deposited with the Philippine National Bank as that Bank presents its notes to the Insular Treasury for retirement. This would convert a demand obligation of the Bank to the general public into a demand obligation of the Bank to the government in the form of a deposit. The government would hold the bank notes, which are first charge on the assets of the Bank, and security for the deposit so made.

We realize that if this plan were applied to the proceeds of the bonds already au-thorized, it would not make possible that immediate undertaking of the public works for which the bonds are to be sold to the same extent as might be possible were the funds not deposited with the Philippine National Bank. Under such a plan the funds would be available for public improvements only as liquidation of the position of the Bank proceeds and the funds so deposited are available for withdrawal.

For the support of the notes of the Philippine National Bank two other plans suggest themselves:

(a) The notes to be guaranteed by the Philippine Government by special legislation. That, however, would merely place back of the promise of the Bank the promise of the government. The notes would still have no intrinsic value back of them, and no provision would be made for their retirement, which we feel would be unwise because of the distrust which it might produce in the minds of the holders of the notes. They could not be retired as received in payment of taxes without serious difficulties in meet-ing the hudget, while on the other hand, their retirement in that way would have the effect of reducing the volume of money in circulation, which at this time would appear to he unwise.

(b) The notes to be accepted in payment for exchange sold against funds of the government in the United States outside of the Treasury Certificate Fund. This, howthe Treasury Certificate Fund. ever, would be but a temporary expedient

and a solution of the problem would merely be postponed, as the notes so received in payment for exchange would be used to pay the expenses of the Government or for public improvements, and would therefore still be in circulation as a demand obligation of the Bank to the general public. Such a procedure might also lead to future complications, as government expenditures for public improvements, through funds secured abroad, will result, both directly and indirectly, in imports, for which, as no Treasury Certificates would be placed in circulation, the means of payment will not have been provided thus resulting in a further deflation in legal money.

2d. That the government resume the sale of exchange, at normal rates, at the earliest possible date.

### COURT OF CLAIMS

In the United States a citizen having a claim arising from contract against the Federal Government may obtain a judicial decision as to the validity of his demand by presenting it to the Court of Claims or, under certain conditions, to the Federal Dis-trict Courts. In the Philippine Islands no provision whatever is made for the judicial investigation of such demands. This subject was covered fully in an article published under date of October, 1921, in the JOURNAL of The American Chamber of Commerce. We believe that the Legislature should authorize the Courts of First Instance to entertain such claims.

# TELEGRAPHIC CONTRACTS

The second paragraph of Article 51 of the Code of Commerce provides that contracts made by telegram shall be binding only in case the parties shall have previously agreed in writing to be bound by such contracts. The Supreme Court has recently held that this provision is in force. It is obvious that it is entirely out of harmony with modern conditions, and we believe the Legislature should repeal it.

# COPYRIGHT LEGISLATION

Your attention is urgently drawn to the fact that there is no Copyright Law in force in the Philippine Islands. The Federal Co-pyright Law by its terms is limited to books printed from type set in the United States. It is possible that infringements in the Philippine Islands of copyrights granted under the Federal Statute might be prevented by the action of our courts, but it is certain that books printed in the Philippine Islands are wholly without protection. While the business of book publishing has not yet attained very large importance, it is sufficiently important to deserve protection. Numbers of school books, written by local authors, have been published here, and some law books on local subjects have been put out. The Chamber earnestly recommends the early enactment into law of the Alunan Copyright Bill which passed the Lower House of the Philippine Legislature about three years ago, but suggests that the the bill should be amended so as to provide for the protection in the Philippine Islands of books printed in the United States and copyrighted under the Federal Law.

# STOCK WITHOUT PAR VALUE

It is recommended that the Legislature. by appropriate amendment of the Corporation Law, authorize corporations now or hereafter incorporated to engage in the business of mining, to issue stock without par value. It is obvious that the organization of mining companies is, of necessity, based upon values largely speculative, and we are of the opinion that it would be better to permit the issuance of stock without par value by such corporations than to compel the promoters, as at present, to place a valuation upon mining company properties which, in the very nature of things, can only be conjectural. Such statutes have been adopted in New York and in some twenty other States of the Union. The object contemplated can be effected by the amendment of Section 35 of Act 1459 of the Philippine Legislature, known as "The Corporation Law," by the addition of the following language:

"Any corporation organized to engage in mining or to produce petroleum or other mineral oils or gas may if so provided in its articles of incorporation or in an amendment thereof, issue shares of stock (other than stock preferred as to dividends or preferred as to its distributive share of the assets of the corporation or subject to redemption at a fixed price) without any nominal or par value. Every share of such stock without nominal or par value shall be equal to every other share of such stock, except that the articles of incorporation may provide that such stock shall be divided into different classes with such designations and voting powers or restrictions or qualification thereof as shall be stated therein, but all such stock shall be subordinate to the preferences given to preferred stock, if any. Such may be issued by the corporation from time to time for such consideration as may be fixed from time to time by the board of directors thereof, pursuant to authority conferred in the articles of incorporation, or if such articles shall not so provide, then by the consent of the holders of two-thirds of each class of stock then outstanding and entitled to vote given at a meeting called for that purpose in such manner as shall be prescribed by the by-laws, and any and all such shares so issued, the full consideration for which has been paid or delivered. shall be deemed full paid stock and not liable to any further call or assessment thereon and the holder of such shares shall not be liable for any further payments under the provisions of this chapter.

"In any case in which the law requires that the par value of the shares of stock of a corporation be stated in any articles, affidavit, certificate, statement or paper, it shall be stated, in respect of such shares, that such shares are without par value, and wherever the amount of stock authorized, subscribed or issued is required to be stated, the number of shares authorized, subscribed or issued shall be stated, and it shall also be stated that such shares are without par value. For the purpose of filing fees, those of documentary stamp taxes on the original issue or the transfer of shares of stock, and those of sworn statements regarding stock subscriptions and payments preliminary to organization, for no other purposes, such shares shall be taken to be of the par value of ten pesos each."

# COMPULSORY RIGHTS OF WAY

We are of the opinion that the power of condemnation should be granted to corporations engaged in mining and manufacturing for the acquisition of rights of way over private lands for tram lines, ditches, canals, flumes and pipe lines, such power to be exercised with the prior ap-

proval of the Secretary of Agriculture and Natural Resources, and to be subject, of course, to the obligation of making compensation to the owners of the condemned land. It is a matter of public concern that important enterprises should not be frustrated or unduly hampered by the refusal of land owners to grant the necessary rights of way, or subjected as they are at present to the extortionate demands of persons from whom they are compelled to acquire such rights of way. The object we have in view could readily be accomplished by the amendment of Section 564 of the Civil Code.

# ASSESSMENT WORK ON MINING CLAIMS

As the law now stands the required annual assessment work must be done on each individual claim. When such claims are held in groups, much of the assessment work so done is wasted. We suggest that Section 36 of the Philippine Bill (Act of Congress of July 1st, 1902) be amended by the addition of a proviso reading as follows:

Provided that in the case of a group of claims held in common, labor performed or improvements made may be concentrated on any one or more of the claims composing such group.

# STOCK OWNERSHIP IN MINING AND AGRICULTURAL COMPANIES

It is provided in Section 75 of the Philippine Bill (Act of Congress of July 1st, 1929) that

....It shall be unlawful for any member of a corporation organized for any purpose except irrigation to be in any wise interested in any other corporation engaged in agriculture or in mining.

A similar provision has been incorporated into Paragraph 5 of Section 13 of the Corporation Law of the Philippine Islands (Act 1459.) We are of the opinion that this limitation on stock ownership should be repealed. There is no good reason why any individual should be precluded from owning shares of stock in two or more mining corporations.

# ENCOURAGEMENT OF MINING

In addition to the specific recommendations concerning amendments of the mining laws above, we believe that the statute should be modified so as to permit the location of more than one claim upon the same lcde. The existing restrictions tend to prevent large development and should be abolished.

# INTER-ISLAND TRANSPORTATION

We believe there should be an exhaustive legislative investigation of the subject of transportation by land and water in these Islands. Freight rates now prevailing are so high that they constitute an almost

insuperable obstacle to the readjustment of trade to the changed conditions resulting from the diminution in the value in the markets of the world of our products. We believe that legislation is necessary to accomplish the purpose in view but that it should be preceded by careful inquiry. We believe that the Public Utility Commissioner is doing everything it is possible for him to do with the extremely small force he has at his command. His office should be abolished altogether or else made of sufficient importance to enable him to do the work properly.

# FREE TRADE WITH THE UNITED STATES

We believe that the Legislature should draw the attention of the Congress of the United States to the importance of the establishment of absolute free trade between the Philippine Islands and the United States. As matters now stand American products are allowed free entry into the Philippine Islands while Philippine products are subject to certain restrictions. We believe that these restrictions should be entirely removed and are prepared to give our support to an effort to bring about the necessary change in the law.

### PUBLICITY IN LEGISLATION

We believe that no legislation affecting the business interests of the country should be enacted without giving to those who would be affected by it an opportunity to be heard and to submit evidence in support of their contentions. This opportunity should be affected by public hearings before the legislative committee in charge of the bill. In the past the Legislature has been criticized, we believe justly, by the business community because of its apparent unwillingness to accept criticism of proposed legislation. Measures of the utmost importance have been enacted into law without the slightest warning of the impending change to business interests profoundly affected by such measures.

# ENCOURAGEMENT OF CAPITAL

The American Chamber of Commerce believes that the investment of capital should be encouraged by the removal of unnecessary hampering restrictions. The most important task which confronts the country at present is, we believe the development of its latent wealth. This can not be accomplished without the investment of capital. Every inducement to the establishment of legitimate enterprises should be given.

Assuring you of the earnest desire of this Chamber to be of assistance to the men responsible for the welfare of the country, we are

Very truly yours,

AMERICAN CHAMBER OF COMMERCE By E. E. Elser, Acting President.

# Gen. Read and Col. Rhodes Guests of Chamber

A welcome to Major General George W. Read, the new Department Commander, and a farewell to Colonel Charles D. Rhodes, the departing Chief of Staff of the Philippine Department, marked the weekly luncheon of Wednesday, October 11. Captain H. L. Heath presided and both General Read and Colonel Rhodes spoke, the General talking on the Amer-

ican Army in time of peace and Colonel Rhodes bidding farewell to his numerous friends in the Chamber. At the conclusion of the luncheon, the gathering gave three hearty cheers and a tiger for the American Army.

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"The country owes General Wood a debt," General Read remarked in the

course of his speech, "as he personally, without any assistance from anybody, initiated the Plattsburg camp movement which started us in our preparedness for subsequent events and on which our present system of national defense is based." General Read also spoke highly of the Americans in the Islands. Not long ago, he said, he had addressed the Columbus, Ohio, Chamber of Commerce, and, he continued. "I saw there no more evidences of real Americanism than I see about me today."

### NEW NATIONAL DEFENSE SCHEME

Speaking of the national defense system, the General said that traditionally our people are opposed to a large standing army. At the end of the Civil War we had a splendid army, but it was soon dispersed, and no further attempt to prepare the people for defense on a national scale was made until the late World War. A National Defense Act was first passed in 1915, but its program had not been completed when we entered the War. When the late war was over we had a magnificent army again, but it was also demobilized until it is now reduced to 125,000 men and 12,000 officers.

However, the War had not been with-cut its lessons, General Read went on, and another effort to reenact the National Defense Act was made. It was realized that a large standing army was out of the question, if only on account of the great expense involved, but there was no apparent reason why a great citizen army, one that could be speedily mobilized in an ency, should not be organized. National Defense Act of 1920 emergency, provides for such a citizen army. The country is divided into nine Corps Areas. In each Corps Area are one division of the Regular Army, two divisions of the National Guard and three divisions of the Organized Reserve. The Regular Army and National Guard constitute the first line with the Organized Reserve making up the second line. The first line can be mobilized rapidly and would form the nucleus for the second line, which requires Congressional action for mobilization. General Read stated that great progress has already been made in the organization of the new National Defense system. In the Corps Area which he had just left, the organization of the National Guard had practically been completed and it was ready for mobilization while the Organized Reserve was well under way.

The main difficulty in the way of carrying out the national defense plan is the apparent disinclination of Congress to vote sufficient funds for the purpose. As a result we have a reinforced brigade of the Regular Army in each Corps Area instead of a full division.

In the event of complete mobilization in memergency, about 150,000 officers would be needed to take care of the 2,000,000 men. These officers are being trained in he Reserve Officers' Training Corps in arious educational institutions throughout the country. Then there are the Citiens' Military Training Camps, which have three courses: a Red course, comprising the rudiments of military training; a White Course, for non-commissioned officers and specialists; and a Blue course, for commissioned officers. Each course lasts a year and fits the studiet of the 25,000 men planned, General Read ointed out, and President Harding only

recently stated that he hoped to see 100,000 young men in these camps every

General Read stated that he hoped that the acquaintance he had made with the American business men of Manila would grow into friendship and he pledged the Chamber all possible support and cooperation. He was warmly applauded at the conclusion of his talk.

### Col. RHODES SORRY TO GO.

Colonel Rhodes was prevailed upon by Captain Heath to make a few remarks although he had been promised immunity from speech-making. The Colonel came here in 1900, 1910 and 1920, these ten-year intervals affording an excellent opportunity for noting the progress made in each decade. "I have been able to realize bet-

ter than you possibly could what an inspiration, what an influence for the better, the American community and the American government have been," he declared. "I have often wondered what the Philippines would have been if the Americans had not been here. They have left an indelitle imprint on the Islands and the exsoldiers have played a great part in this splendid record."

Colonel Rhodes spoke very highly of the staff at Philippine headquarters, charactizing it as "second to none in any Corps Area in the entire Army." He also expressed his genuine regret at leaving Manila, stating that it had been a great pleasure to him to serve this community. Colonel Rhodes' farewell talk was thoroughly appreciated and loudly applauded.

The entire staff from Fort Santiago attended the luncheon.

# Manila Needs Bigger Water Supply System, Says Gideon

The urgent necessity of an increased water supply system for the City of Manila was forcibly brought out by A. Gideon, manager of the Metropolitan Water District at the weekly luncheon of the Chamber on Wednesday, October 25. Mr. Gideon has been connected with Manila's water supply and sewer systems for 19 years and is the father of the Metropolitan Water District. His knowledge of conditions forces him to plead for an early and adequate extension of the division of the division of the starter supply

of the city's sources of water supply.

Mr. Gideon briefly traced the development of the Manila water supply system. About 200 years ago a Spanish general by the name of Carriedo left #10,000 in a trust fund to be used for water supply purposes. By 1880 this fund had grown to #200,000, despite the serious drafts that had been made on it by none too scrupulous people. A project was finally decided upon after ten years of investigation and it was found that it would cost #1,200,000. To raise the extra money a tax on milk was instituted. Finally the pumping station at Santolan was installed with two pumps. When the Americans came, two more pumps were added. This system yielded 5,000,000 gallons daily, but was soon found to be inadequate.

In 1900 the City of Manila utilized its whole borrowing capacity of #8,000,000 and constructed the present water supply and sewer system. This system with its dam at Montalban, should be capable of impounding an immense quantity of water, theoritically, but. unfortunately the limestone of the reservoir basin is leaky and two years after the reservoir was filled up a leakage of 27,000,000 gallons a day was discovered. Since then many of the seams have been tightened up and other remedial measures have been taken, so that the loss has been reduced to 9,000,000 gallons daily.

Mr. Gideon stated that he has been urging a new source of supply since 1911. In 1918 he went direct to the Governor General and cutlined the Metropolitan Water District. so-called because it is not only designed for Manila but for all the neighboring towns. In 1919 the District was established. Up to then the water supply had been run at a nominal profit but at an actual loss of between #250,000 and #500,000 a year, the discrepancy being due to faulty accounting methods. The District had no funds in the Treasury at the start. A credit of #500,000 was therefore authorized for operating expenses. This money was not touched and

there is \$1,000.000 in the Treasury to the credit of the Water District.

### FAVORS ANGAT PROJECT

Mr. Gideon maintained that the number of water services is an accurate index to the prosperity of the city. He presented the following figures in this connection:

Year	Services	Income
1903	2,000	<b>#</b> 200.000
1918	8,000	625,000
1922	14.000	1.250,000

Mr. Gideon was very emphatic in his advocacy of a new system and declared that he hated to contemplate the possibilities of the next dry season or the one after that unless additional provision for water is made.

Three projects, he said, have been under consideration. The first is the development of the present Montablan reservoir. This, however, is impracticable on account of the impossibility of making the basin waterstight. The second, in the Boso-Boso watershed, would require the construction of two large dams and the building of a new pipe line. Its costs would be about \*13,000,000. The third, and the one most favored, is that of the Angat river in Bulacan province. It would necessitate the construction of a low dam, only 50 feet high, and the water would be brought to the city by tunnel. The capacity of this project would be 80,000,000 gallons a day, which ought to take care of Manila's needs until 1980, according to Mr. Gideon. Manila is using about 22,000,000 gallons a day now. Mr. Gideon has worked out a practicable financing scheme for the Angat project. He is opposed to a hydro-electric development proposition in connection with the latter on account of its excessive cost.

In Java there are about 187 sugar mills and 54 rice mills, and it is believed that about 70 per cent, of them will have to be replaced during the next few years.

The Executive Council of the British Empire Exhibition at Wembley Park has decided to postpone the opening of the exhibition from April, 1923, to April, 1924.



EDITORIAL OFFICES

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As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideus and opinions to which expression is given

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# THE CHAMBER'S WORK

Members and prospective members of the American Chamber of Commerce of the Philippine Islands sometimes ask, "What is the Chamber doing—what has it accomplished?" The question is a natural one and requires an answer. This answer, however, comprises so many different items that a verbal rendition is impracticable. In this article we shall attempt to summarize the activities and accomplishments of the Chamber for the year 1921, based mainly on an examination of the minutes of the Board of Directors,

It should be understood at the outset that one of the greatest advantages of belonging to the Chamber is the opportunity it renders members of acting concertedly in all matters affecting American national interests. The power of the American community for good is infinitely strengthened by such an organization compared with what it would be if all acted separately as individuals. If the Americans in the Islands are to constitute themselves into a progressive and constructive factor in the community, they must be joined together as they are in the Chamber.

That is why this Chamber is more than a purely commercial organization. It is actually an association of Americans concerned with the advancement of all national ends. It might be called an American Society—and that is why every American in the Islands should belong to it.

Passing to the specific activities and accomplishments above alluded to, we find, first of all, that about \$\mathbb{P}\$1.300 was expended in relief work in behalf of unemployed or indigent Americans, the details of which expenditure may be obtained from the Secretary. The American Chamber of Commerce was a haven of refuge for a number of people who were the victims of the economic depression or other unfortunate circumstances. In one case a settlement was effected by which an American who had been injured in the course of duty received compensation without resorting to the courts.

A branch of the Chamber was organized in Iloilo and is functioning satisfactorily.

Matters having to do with shipping and freights received considerable attention at the hands of the Chamber and its various committees. Thus the proposal of the Shipping Board to have only one company serve Manila from each American port was seriously opposed by the Chamber and doubtless had some influence on shaping the Board's policy, with respect to Manila at least. The matter of making passenger tickets interchangeable on all lines was also taken up by the Chamber and resulted in a practical

realization of the Chamber's idea. An adequate Atlantic Coast-Philippine freight service has been constantly agitated and the question is now under discussion with the Shipping Board. When the Governor General desired to ascertain the manner in which the new arrastre system is working out he called upon the various chambers of commerce and the American Chamber rendered a report based on careful consultation with the Active membership.

Other matters which were taken up and upon which definite, constructive recommendations were made are the radio press service from the United States, the dispatch of mails from the United States, the reduction of passenger rates across the Pacific and the matter of passport vise fees. In each of these cases a course of action beneficial to the community at large was advocated and presented to the proper authorities.

The funds of the Chamber were invested in a first-class mortgage yielding 12 per cent a year. The building housing the Chamber quarters was leased on favorable terms and the rental to be derived from the available space may in time pay for the rental of our own new quarters on the second floor.

On January 1, 1922. this Chamber became a member of the Chamber of Commerce of the United States, deriving all the benefits and privileges that go with such membership. H. L. Daniels Wm. H. Anderson and Julius S. Reis were designated delegates to the tenth annual convention of the United States Chamber, Mr. Daniels being appointed as one of the General Councillors of the national body.

The matter of advertising the tourist attractions of the Islands was given serious study and consideration and the Directors asked the Journal to print a monthly article on the subject and authorized the necessary expenditure of funds for cuts to illustrate these articles. In this connection, action was taken having as its object the wider advertisement of the Philippines in U. S. Shipping Board publicity, with the result that the Board is now featuring the Islands in its ads.

An Embroidery Section was established and the matter of government competition in retail sales of embroidery was taken up with the Bureau of Education and an understanding reached.

A plan for obtaining business statistics and information from various sections of the Islands was adopted and the necessary forms printed and sent out. The information has been coming in constantly and will soon be of considerable practical value to members of the Chamber.

The Chamber advocated the amendment of the naturalization and immigration laws of the United States so that foreigners with first papers may complete the naturalization process in the Islands.

A strong stand was taken in favor of the retention of Governor General Wood and all the important chambers of commerce of the United States circularized with the resolution adopted by the Chamber.

A delegate was appointed to the Arbitration Advisory Committee created by the Bureau of Agriculture.

When Secretary of the Navy Denby was here he was invited to the Chamber and the ideas of the American business community were presented to him at first hand by our Active members. The same thing was done on the occasion of the visit of Assistant Secretary of Commerce Huston.

Weekly luncheons at which prominent visitors and local experts give talks have been a regular feature of the Chamber's activities.

The Chamber's report to Wood-Forbes Mission was revised and re-submitted to General Wood at the latter's request.

The Maritime and Harbor Committee rendered a report on interisland shipping which is being consulted by the government in its attempts to revise rates to a more equitable level.

A strong effort was made by the Chamber to establish a stock and produce exchange. The effort failed only because one or two of the foreign chambers deemed the time not opportune for the establishment of such an organization.

The establishment of an American School by the government was strongly urged and a committee appointed to deal with the matter. This committee is still in existence and presumably bending all possible effort toward the accomplishment of its purpose.

The Chamber has kept track of all national legislation affecting Philippine trade and industry and when occasion demanded it has expressed its ideas on contemplated measures, as for instance when it was proposed to abolish the duty on vegetable oils. when the Chamber passed a resolution of protest which was sent to Washington and the Governor General.

These are some of the high spots of the Chamber's work. They by no means include the instances of individual assistance rendered to persons and firms desiring information or aid of some other sort. Not a day passes but the Chamber becomes useful to some-body or some organization here or outside of the boundaries of the Islands. It is putting the Philippines on the map and, above all else, helping American business and American business men.

This brief review, we hope, will to some extent answer the questions of those who desire to know just what the Chamber is doing.

# ATLANTIC COAST-P. I. SERVICE

For some time local American business houses have been desirous of securing an adequate American shipping service from Atlantic Coast points to the Philippines. They have been critized for shipping goods on foreign vessels, but they have invariably pointed to the difference in service between American and foreign ships, a difference which because of the longer sailing time of the American ships, leads to additional interest charges, thus causing losses in dollars and cents, if the American vessels are patronized to the exclusion of the foreign boats. One of the members of this Chamber has compiled a record of New York sailings which clearly shows the shortcomings of the American service as compared with the foreign service.

Shipping Board vessels which sailed for New York in recent months, together with pertinent data, are as follows:

Steamer	Date of Sailing	Days en Route
Jadden	January 29	127
Alloway	February 25	79
Independence	February 10	112
West Greylock	March 10	68
William Penn	March 20	87

The record of foreign vessels in about the same period is as follows:

Steamer	. Date of Sailing	Days en Route
Knight of the Garter	March 19	52
Keelong	April 15	59
Neleus	May 13	46
City of Lincoln	June 11	63
Aior	July 1	59
City of Melbourne	July 22	61
Surveric	March 18	52
Roseric	April 23	51

The American ships were from 8 to 33 days late in sailing from New York, while the foreign vessels were practically all on schedule time, only two having been late and then but two days late.

A business man in competition with foreign merchants cannot afford to patronize a ship that is on an average 24 days slower than its foreign competitor, not counting the time lost because of delays in sailing.

Acting upon the complaints voiced by this Chamber, the Shipping Board is sending the *Elkton* direct from New York to Manila and expects that "the showing of this steamer, will, no doubt, prove to us whether or not we are getting the support of the shippers."

While appreciative of the inauguration of a direct service from New York that will approximate the service of foreign lines as to time, the Shipping Board officials are hardly justified in assuming that the showing made by one ship will determine the support that can be expected from Manila shippers. What the local merchants want is a regular schedule of direct sailings for Manila with the assurance that the steamers will sail when scheduled, irrespective of the state of their loadings. Once such a service is inaugurated, it may be assured of the hearty, unequivocal support of the American business community. But to use an old adage, "one swallow doesn't make a summer."

# THE LOCUST PROBLEM

Agriculture is the basis of Philippine prosperity. The Islands are an agricultural country and anything that adversely affects the growing crops is a blow at economic progress. Hence business men and business organization should be vitally interested in the proper conduct of campaigns against the evils from which our agriculture suffers and which menace it.

Probably the most serious danger to agriculture in the Islands today is the locust pest. These insects are engaged in a devastating campaign against all growing things in various parts of the Islands. The fight against them is for the most part hopeless, the trouble being that it was begun too late. After the locusts have reached the flying stage, few, if any, counteractive measures devised by man are really effective. Experience has demonstrated that the only really effective way of fighting the pest is to attack it when the insects are in the hopping stage. In that period of their physical development they can be rounded up and exterminated in huge numbers.

When every few years a locust visitation comes over the Islands, great activity is displayed by insular, provincial and muncipal orificials to fight the evil—but in nine cases out of ten when it is too late. Little heed is taken of it when it can be successfully combatted. It is a case of locking the stable door after the horse is stolen. All the diligence, interest and activity in the world will not eradicate the locusts once they can soar into the air and alight wherever they please. The few bags that might be caught in nets have no appreciable effect upon the cloudlike swarms. The natives catch them for food.

Another factor that militates against successful anti-locust campaigning is the lack of funds. Instead of the \$\mathbb{P}30,000\$ or \$\mathbb{P}40,000\$ annually appropriated for this purpose, the amount should be at least tenfold that sum. One private sugar company alone spent more money than the Philippine government on anti-locust activities this year.

These, then, are the two greatest needs for a successful campaign against locusts in the Islands: More timely action by those charged with conducting the campaign, and more funds. Experts are of the opinion that the fight can be successfully waged if it is begun in time and money is available for a thoroughgoing campaign. Millions of pesos are lost by every locust visitation. Wouldn't it be good business policy to expend a few hundred thousand to save that loss?

# DO YOUR SHOPPING EARLY

New is the time when American residents of Manila must do their shopping for those in the homeland. A leisurely tour of the shopping district will reveal a large variety of articles that may be purchased as appropriate holiday gifts for those at home. There are any number of things of characteristic design, inscription or workmanship that will prove very pleasing to the recipients across the Pacific—gifts that remind of the Philippines and those who are absent in that tropical Archipelago.

Be what may the gift, however, the sender should do his or her shopping before the crowd becomes so great in the shopping centers that time is lost and inconvenience encountered in purchasing goods. Do your shopping before the salespeople become tired and weary, before stocks become slim on account of the heavy holiday demand, before the buying tour becomes a burden instead of a pleasure. It pays.

# THE AMERICAN RED CROSS ROLL CALL

While the American Chamber of Commerce feels that there is no need to urge its members to join the Red Cross during its sixth annual membership drive from November 11 to 30, it believes that it is well to remind them that they should do more than simply pay their two-peso membership. The active support of every member of the Chamber should be given in making the drive a success, so as to make it possible for the Red Cross to extend its good work further next year.

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# Review of Business Conditions For October

# THE UNITED STATES

The month of October in the United States has been devoid of any very significant happenings. The economic and finan-cial situation has marked time, the only thing causing a ripple being the European situation, which is every day becoming more critical. Toward the end of the month, the stock market reflected the uneasiness caused by European developments and practically the whole list took a tumble. This, however, may be nothing but a temporary reaction, aggravated by political conditions abroad, to the bull market of the past year.

While the coal industry is again running full blast, the railroads are finding it difficult to distribute the product as fast as the demand arises. Despite the full scale resumption of production, it is feared that some portions of the country will suffer from a shortage during the coming winter.

Politically things were very much agog with the congressional elections of November in the offing. Even the presidential contest of 1924 has been shoved into the ring with ex-Secretary of the Treasury McAdoo touring the country and making a series of public addresses on questions of of the hour.

Banks continue to report record clearings and doubtless they are in an excellent condition, but business on the whole is not making as rapid recovery as was expected making as rapid recovery as was expected by some. Nevertheless there is a steady and slow improvement. Many economists are of the opinion, however, that the high wave of prosperity can not be reached until the European situation is cleared up and larger and more certain markets are created for American products. The exchange situation is extremely chaotic, adding to the complexity of the situation and practically eliminating some countries from the international trading list.

# REVIEW OF THE EXCHANGE MARKET

By STANLEY WILLIAMS
Manager, International Banking Corporation

The exchange market was quoted in our last report as having closed on September 25 with banks' selling rates on New York at 1 ¼ % premium for demand drafts and and 1 ¾ % premium for telegraphic transfers. Rates remained unchanged at that level until the 28th, when certain banks adopted an idea of strength and the market firmed up ¼ %. On the 30th, rates went to 1 ¾ % and 2 ¼ % and some interbank business was reported in cables at 2 % %. On Monday, October 2, rates were called 2 % and 2 % % in the morning but several sellers came out in the afternoon and the market dropped quickly away to 1 ½ % and 2 %. The market remained practically unchanged at this level until the close of this report on October 26, although business was done at times during the period at 1/8 % and 1/4 % lower.

The market has for the most part been quiet throughout the period under review and buying rates have at times been very finely quoted.

The London cable rate in New York which was quoted at 442 1/8 on September

23, fell away on a dull and inactive market to 437 ½ on September 30, and then reacted on a nervous and erratic market to 441 % on October 5 and 6. The rate then firmed up gradually to 447 on October 18, but afterward declined in sympathy with the British political situation and closed on October 25 at 444 1/8.

Silver closed in London on September 23 at 35 % d, spot and forward, and gradually eased off with minor fluctuations to 33 % spot, 33 % forward, on October 17. It reacted on the 18th to 34 1/4 and 34 3/16 but dropped to 33 34 and 33 5% on the 20th It afterward firmed and 21st. up and closed at 34 5/16 spot, 34 % forward, on October 25.

Sterling cables were quoted locally nominally at 2/2 1/4 on October 26 and the banks' buying rate for three months sight credit bills was 2/3 1/8. These rates were respectively 5/16 and 1/4 lower than the similar rates ruling on September 25.

Telegraph transfers on other points were quoted neminally at the close on October 26 as follows:

Paris	650	
Madrid	160	
Singapore	107	
Japan	. 99	
Hongkong	115	
Shanghai	64 1/4	
India	166	
Java	195	

# REVIEW OF THE HEMP MARKET By H. Forst

Vice President & General Manager, Macleod & Co., Inc.

The month under review has been a record one, both as regards receipts and shipments, the former totaling 119,000 bales—a weekly average of 30,000 bales, and shipments amounting to 140,000 bales The United States was again our best customer, and from September 25 to October 23 took from us a trifle over 86,000 bales of Manila hemp. The U. K. comes next with 22,000 bales, and is closely followed by the company of the second s next with 22,000 bales, and is closely followed by Japan, to which country 20,000 bales were shipped. It is gratifying to note that Manila and Cebu stocks have been still further reduced, and at writing are reported to be 169.000 bales, which compares with 310,000 bales, for the same regorded lost war.

period last year.

The bulk of the hemp shipped to the United States is used in the manufacture of binder twine in direct competition with Mexican sisal. As stated in a previous report, the United States will continue using medium grades so long as present prices are not exceeded. It has recently been suggested that the government take some steps with a view of finding new markets for Manila hemp. It is very obvious that the real object of this propaganda is a increase the except of the propaganda is to increase the consumption of sisal fiber at the expense of Manila hemp. Figures given in this report show conclusivey that the world, even at the present time, is using a good deal more Manila hemp than the Islands produce. Until such time as the reverse takes place there is no necessity for finding new outlets for Manila

Prices during the month, both locally and in the consuming markets, remained practically stationary, and the world markets at writing rule quiet but steady.

An incident worth recording is the loading of the U. S. Shipping Board steamer Dewey at Davo. It is true the vessel only took in the neighborhood of 2,000 bales of hemp, and it would appear that until the harbor at Davao and loading facilities in general are very much improved, Davao as a direct loading port cannot be taken seriously.

We give below our usual statistics:

### Shipments

	1922	1921	Sept. 25 Oct. 23, 1922
	Bales	Bales	Bales
To Atlantic U. S.	300,714	74,593	59,839
Pacific U. S.	254.144	139,599	26,341
U. K.	236,627	179.251	22,544
Continent	77,075	46,283	8,137
Japan	160,341	118,483	20,562
Australia	17,668	22.541	1,350
Elsewhere & local	33,824	42,081	1,683
Total shipments Jan. 1 to Oct. 23	1,080,393	622,831	140,456

Stocks on October 23 were 169,408 bales as against 310,777 bales for the same date in 1921.

# OCTOBER SUGAR REVIEW By WELCH, FAIRCHILD & Co., INC.

In our last review, dated September 25, we stated that the general impression was that the market had reached bottom. This impression was justified and towards the end of September a considerably improved tone evidenced itself in the market and led to a rapid and subtantial advance in prices.

During the month under review sales for prompt shipment commenced at 3 cents, c. & f., for Cubas, and advanced by rapid stages to 3% cents. c. & f., the price at which latest sales have been made. Sales of Philippine sugars were also made during the month at prices ranging from 4.96 cents landed terms (-3.195 cents, c. & f.). to 5.25 cents, landed terms (=3.485 cents, c. & f.).

During the month there was also an improved demand for refined. The consumption of sugar has been well maintained and it is estimated that the consumption for the year will be not less than 5,000,000 tons. and possibly in excess of that quantity. The price of refined advanced from 6.25 cents to 7 cents. which is the latest quotation to hand.

Cuban stocks are being rapidly absorbed and there is a possibility that there will not be sufficient domestic sugars available in the United States by the end of this year and the beginning of next year to avoid a "pinch" in sugar before the free movement of new crop Cuban sugars commences. In view of this, the prospects are that present prices will be well maintained, if not improved upon, until the end of the very

Futures on the exchange also showed a considerable advance, especially for December position. The range of quotations for futures during the month under review has been as follows:

1	December	March	May
	cents	cents	cents
High	. 3.58	3.22	3.40
Low		3.04	3.15
Latest quotation			
hand are	. 3.52	3.13	3.23

The latest brokers' estimate of the U.S. beet crop is 650,000 tons, as against the



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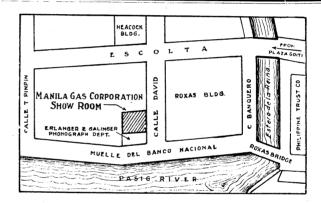
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U. S. Government estimate issued some time ago of 586,000 tons.

Weather conditions have been extremely favorable for the growing Cuban crop and with a continuance of these conditions as well as the maintenance of good prices, it is estimated that this crop may reach in the neighborhood of 4,000,000 tons, or practically the same as the crop just ended.

The latest estimate of the European beet crop is 4,758,500 tons.

The local market has been firm, but business has naturally been restricted owing to the small quantity of centrifugal and muscovado sugars available. There have been small quantities of centrifugals purchased small quantities of centrifugals purchased during the month at prices ranging from #10.50 per picul to #11.75 per picul, exgodown. Muscovados have been bought on the basis of #8.50 per picul for No. 1, exgodown. The prospects for the coming Philippine crop are encouraging, and with a continuance of favorable weather conditions, the total centrifugal crop is estimated at 225,000 tons and the muscovado crop at between 40,000 and 50,000 tons.

The planters are now convinced of the advantage of employing fertilizers on their lands, especially in the old districts where the lands have been under cultivation for many years, and the benefit derived from the use of fertilizers is evident from the appearance of the cane throughout the sugar districts of Negros.

The Javan market has been firm with an advancing tendency, sales of old crop sugars having been made at prices ranging from Gs. 12% per picul to Gs. 13½ per picul for Superiors and Gs. 11½ to Gs. 12 per picul for Browns. There have been large transactions in new crop sugars on the basis of Gs. 12% per picul for Superiors, Gs. 11% for Browns, and Gs. 11 for Muscovados, for

May/July delivery.
From "Facts About Sugar", under date of September 16, we take the following extract of the clause in the Tariff Bill fixing the new duty on sugars:

Par. 501. Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete and concentrated molasses, testing by the polariscope not above seventy-five sugar degrees, and all mixtures containing sugar and water, testing by the polariscope above fifty sugar degrees and not above seventry-five sugar degrees, 1 24/100 cents per pound, and for each additional sugar degree shown by the polariscopic test, forty-six one-thousandths of 1 cent per pound additional, and fractions of a degree in proportion.

Cuban sugars have a preferential of 20% on the tariff provided for in the foregoing clause. Philippine sugars, of course, are not affected by the increased tariff, as they enjoy free entry into the United States. Under the Tariff, the duty on full duty sugars is 2.206 cents per lb. and on Cuban course. 1755 cents per lb. sugars 1.765 cents per lb.

Manila, October 25, 1922.

# COPRA AND ITS PRODUCTS By S. P. WHITE

President, Willits and Paterson, Ltd.

Manila, October 25, 1922. The steady demand for copra by the oil mills, coupled with a heavy export demand for America, have caused the local copra price to firm up during October more than is warranted by American markets. Bodega copra during late September sold for around \$\frac{49}{9}.50\$ per picul, but has gradually increased in price during October to from \$\mathbb{P}10.00\$ to \$\mathbb{P}10.25\$ per picul, and at this time is firm at this level. Good sized parcels have been sold at even better prices during the last few days. Present indication are that the Manila arrivals for the month will total nearly 375,000 piculs, which is considerably heavier than for September. American prices have strengthened during the month and buyers' ideas for Cebu sundried were last quoted at 4-¼ cents per lb., c. i. f. Pacific Coastwith a probability that they would pay 4-3/8. The London market is quoted at £23-5-/ per ton for Cebu sundried and £22-15-/for Fair Merchantable, Manila.

Consuming buyers have shown considerably more interest in coconut oil during the month than for sometime and as a result prices have become firmer. Sellers' ideas for c. i. f. Pacific Coast deliveries are quoted at 7 cents with buyers' ideas 1/8 cent lower. The market for c. i. f. New York shipments was quoted as sellers offering at 7-1/2 cents, with no takers at that price. The shipments from the port of Manila during the month are approximately 9,000 tons, all of which is for America. The present stocks of oil in Manila are about 10.000 tons. There are at present four mills operating to capacity and three operating spasmodically.

The mills' production of copra cake continues to be well sold up and there are apparently no unsold stocks accumulating. Early in the month the market was quoted at from \$\pm\$35.00 to \$\pm\$37.00, but we doubt if any business was accomplished at under \$\pm\$40.00 per ton, ex-bodega, and the market at the close of the month is quiet at around this price. While the European market is still quoted at around £6-10-/ per ton, there is apparently little demand owing to the continued unsettled conditions there. The American price remains at about \$25.00 per ton, c. i. f. Pacific Coast.

# TOBACCO REVIEW

By LOUIS McCALL Manager, El Oriente Factory

Now that the demand for Manila cigars is again brisk, the labor leaders are showing signs of considerable activity. Mr. Salita, president of the Union de Tabaqueros de Manila. having succeeded in combining the Malabon cigar workers, promptly served the manufacturers with notice of an advance in the wage schedule.

While no definite action has yet been taken (Oct. 27) by the manufacturers, it is believed that a compromise wage will be arrived at. There is not one manufacturer but feels that the present demand is the first ray of sunshine in the past two years, and rather than close down their factories, they are all willing to concede this demand from the Union, however unreasonable it may be.

It is to be hoped that this is not the beginning of a series of demands which will finally result in a repetition of the situation that applied during the war. Advances in cost of labor could then be passed on to the consumer and were, until 5 cent cigars of mediocre quality were dolled up with tinfoil and paper wrappers and by reason of a shortage in supply commanded 15 cents straight, the price of a real cigar. This present added labor cost combined

This present added labor cost combined with the advance in the price of raw leaf which is daily becoming more pronounced can spell only one thing—the prices being quoted to American importers must be advanced.

What is going to be the attitude of the American importer, who no longer occupies



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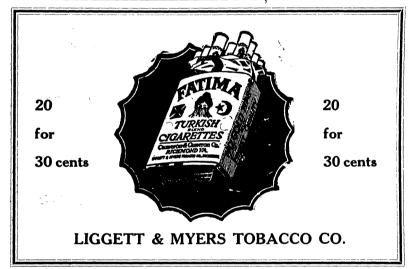


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the same position he did a few years ago when he could pass every additional advance down the line to the consumer, can be readily imagined. That importer is now up against the competition of American Domestics, many of which are wrapped with American grown Sumatra and are selling at prices that offer better value than the best of class "A" Manilas. On the other hand, the local manufacturer can ill afford to absorb this additional cost, in view of the fact that present prices barely cover manufacturing costs.

Advices from the Cagayan Valley are to the effect that an average of from \*15 to \*18 per quintal is being paid uno con otro. This is considerably in excess of the price at which tobacco can be converted into cigars under the present limits of the American importers, unless the crop will grade better than the average, which we are informed is not the case.

Large quantities of leaf still remain unsold in Manila. the quality of this tobacco being more or less uncertain. Just why the dealers continue to hold a large portion of this stock is a question. Still, while there is life there is hope, and the recent rumors of another world war probably are responsible for their disinclination to dispose of these inferior lots. As is usual, good parcels of leaf are scarce and are commanding exceedingly high prices. Both Union and Pangasinan are being held at extremely high prices, good lots of Union being quoted at better than #20.

# THE RICE INDUSTRY

By PERCY A. HILL
Of Muñoz, Nueva Ecija,
Director, Rice Producers' Association

Prices have declined in the rice-buying centers about 10%. This may be due to the fact that in view of good crops in Indo-China the surplus, which has been in the hands of speculators, is being disposed of at a lower rate to Philippine importers, and, secondly, because a much better crop promises to be harvested here, if conditions continue favorable for the next thirty days. It has been rumored that the importers expect to bring in two million pesos' worth of Indo-China rice within a short time, to bear the market.

In view of the importance of the rice industry in the Philippines. it is not out of place to review the countries from which we draw the surplus of our rice supply. Indo-China is divided into five countries, three of which export rice in quantity. Annam is mountainous and more industrial than the others and produces only for consumption. Laos is still a backward country, lacking transportation, but with potentialities in rice production, as climatic conditions are similar to those of Cochin-China.

We find that Cochin-China, of which Saigon is the capital, has a population of a little over 3,000,000. It has 1,640.000 hectares under rice—practically the same as the Philippine area planted to that crophas one harvest a year, and in 1918 exported 1.447.153 tons of clean rice. This is equivalent to 24,602.400 sacks of rice, the amount for consumption also totalling 600.000 tons. In addition to the rice exported by these three million people, they exported over 3,000,000 kilos of copra, besides tobacco, sugar, pepper, etc. The government has fostered production by practical aid and excellent experiment stations. There are ten rice mills at Cholon with a daily capacity of 2,800 tons of clean rice. Cholon is really the rice port and not Saigon, as its population is 220,000 as against Saigon's 80,000.

Cambodia has only half the population of Cochin-China, but has 675,000 hectares planted to rice, producing over half a million tons, of which 150,000 tons is the average export. It also produces 9,000 tons of cotton, with yields as high as 1,080 kilos per hectare, and has a cattle breeding industry of nearly 1,300,000 head.

Tonkin, the third country, with 7,500,000 people, has over 900,000 hectares under rice, but its exports of rice have declined, owing to increasing population. From 250.

Tonkin, the third country, with 7,500,000 people, has over 900,000 hectares under rice, but its exports of rice have declined, owing to increasing population, from 250,000 tons in 1909 to a little over 100,000 tons in 1921; but the coal export has increased to 60,000 tons, and corn is exported to the amount of 70,000 tons.

Siam, the remaining country from which we draw rice imports, is reaching out for markets for her surplus. In 1921-1922 this country, with a little over 9,000,000 people, appears to be excelling Indo-China as a premier rice-growing country. It is divided into two rice regions—that of Central Siam, from which the great bulk of export rice is drawn, and that of the balance, which produces enough for consumption. The area in the first named district under rice in 1921-22 was 1,552,000 hectares, which produced 53,200,000 cavans of palay (unhulled rice), at the rate of 34.6 cavans per hectare, the increase in crop yield being over 200,000 tons. The balance of Siam produced, on approximately 1,000,000 hectares, 35,000,000 cavans, having practically the same yield as Central Siam. The total crop of clean rice was thus 88,200,000 cavans. Sixty-five per cent of the exportable surplus had been marketed on August 31, having been shipped to Europe and the East Indies.

When we draw comparisons between the per capita production of these countries and that of the Philippines, we certainly come to the conclusion that our educational accomplishments are not conducive to economic prosperity, for while Nueva Ecija produces as high a yield as any of these countries, the forty other provinces in the Islands brought down our last crop yields extremely low.

LUMBER REVIEW
August—September, 1922
By ARTHUR F. FISCHER
Director of Forestry

In spite of the shutting down of three mills during July and August, only one of which has so far reported resumption of operations during September, the reports so far received indicate an upward trend in production during September with a sharper increase in shipments of lumber which will place the latter nearly on a par with the peak record for May.

Reports so far received for September

Reports so far received for September from 17 lumber companies show a total production of 8,465,000 board feet, shipments of 10,084,000 board feet and stocks of 16,080,000 board feet as compared with August records for the same companies of 8,292,000 board feet produced, 8,618,000 board shipped and 17,291.000 board feet in stock.

The totals for August, 1922, for 21 companies show a production of 8,783,000 board feet, shipments of 8,864,000 board feet and stocks of 19,209,000 board feet as compared with a production of 8,565,000 board feet shipments of 6,720,000 board feet and stocks of 20,710,000 board feet.

The slump in the market during the latter part of 1921, which showed smaller sales than any period since 1918, appears to be distinctly passed and while prices have not shown any marked recovery from the drop taken in June and July, production and sales are very evidently on the upward trend.

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# REAL ESTATE

By P. D. CARMAN
President, P. D. Carman Co., Ltd.

Real estate sales during the past month showed a small decrease as compared with the month before, but the total of \$\frac{7}{2}\$12,464 was more than the average for the year to date. They are the third highest of the first nine months of the year. The figures follow:

	Aug. 21 to	Sept. 21
	Sept. 20	Oct. 20
Santa Cruz	169,115	203,277
Sampaloc	385,178	146,101
San Nicolas	152,510	135,500
Tondo	89,563	96,051
Malate	36,414	86,185
Binondo	62,000	5,000
Paco	79,584	7,900
Quiapo	10,200	44,950
Ermita	22,500	38,500
Sta. Ana		
Intramuros	1,750	49,000
Fandacan		
San Miguel	32,000	
Totals	1,040,814	812,464
	1922	
Y		

	1022
	 <b>#</b> 657,012
Feb.	 690,826
	 694,211
May	 667,869
	 1,029,019
July	
Aug.	 1,040,814
Sept.	

# WITH THE CHAMBER'S SPECIAL SECTIONS

Owing to the transfer of the Chamber's quarters to the new premises, little activity was displayed by the special sections of the Chamber, the only one holding a meeting being the newly-formed Hemp Section, which on Tuesday, October 24, held a regular meeting in the new quarters.

The following members were represented:
Macleod and Company (H. Forst), International Harvester Company (J. C. Patty),
Tubbs Cordage Company (H. L. Heath),
Portland Cordage Company (H. L. Heath),
Hanson & Orth (N. M. Saleeby), Columbian
Rope Company (H. H. Boyle), and A. J.
Brazee.

Mr. Saleeby was appointed a committee of one to take up with the government the question of baling hemp without petates and bejucos, a small amount of hemp to be used for experimental purposes.

The provision that a member of the Section must be a member of the Chamber of at least three years' standing was, on motion, deleted from the by-laws.

Mr. Boyle discussed the question of taking up with the government the best means of selecting the best varieties of abaca from the different localities where hemp is grown, with a view to improvement of the existing varieties. He suggested that this be done by the Bureau of Agriculture at the Los Baños experiment station.

# WITH THE BOARD OF DIRECTORS

Tuesday, October 3, 1922.

Present: Directors Elser, Gaches, Green, Pond and Beam.

Change of representation in Active membership of Getz Brothers from Evan Edwards to Edward Lehmann was approved.

Change of representation in Active membership of Robert Dollar Company from Victor C. Hall to William J. King was approved.

A letter from George S. Parker to the President of the Chamber, together with a copy of a letter written by Mr. Parker to the President of the United States com-menting on the Philippine situation, was read and ordered filed.

A confidential letter from John S. Hord to the President of the Chamber in regard to securing exemption from the Federal income tax for 1918, 1919 and 1920 was

read and discussed.

A letter from the General Agent of the Shipping Board in regard to the Atlantic Coast-Philippine service, stating that the steamer Elkton was making the trip from New York to Manila and that if this steamer makes a good showing a direct service would probably be inaugurated, was read and discussed. The letter was referred to Mr. Pond for reply.

A letter from the Luzon Brokerage Company calling attention to the provisions of the proposed zoning ordinance which would limit the port area to commercial purposes, prohibiting industrial or manufacturing establishments, was read and discussed. Mr. Green was appointed a committee to take up the matter with the Municipal

Board.

Mr. Pond reported that he was getting support for the proposition of centralizing statistics.

The matter of renting the ground floor was left in the hands of Mr. Green.

Mr. Gaches submitted a memorandum on the concrete wharf proposition at Davao, recommending that the matter be dropped for the present, as the authorities there did not seem to be interested in it. Tuesday, October 10, 1922.

Present: Directors Elser. Feldstein, Gaches, Green, Pond and Beam.

Request of Dr. H. D. Kneedler to transfer his Active membership to the Kneedler

Realty Company, was approved.
Resignation of Associate member R. G.

Sousley was accepted.

Mr. Pond's reply to the Shipping Board's communication on the Atlantic Coast-Philippine service was approved with thanks and ordered sent.

The organization and by-laws of the Hemp Section were approved with a request that one paragraph of the by-laws be modified.

A resolution was passed authorizing the Acting President to exchange with the city some property on which the Chamber holds a mortgage.

The letter to Hon. Manuel Quezon dated October 6, 1922, prepared by a special committee, in regard to proposed legislation was approved and a vote of thanks extended to Justice Fisher for his assistance in the preparation of the letter.

Mr. Green reported that the zonification of the city of Manila had been definitely postponed but that he would take the matter up with the city officials anyway and report further thereon.

A letter from H. R. Andreas requesting support from the Chamber in the organization of a Cits baseball team for the coming season was read, and it was decided to write a letter to Mr. Andreas stating that the Chamber cannot take any official action in the matter but that the members of the Chamber are willing to lend all the individual support possible. Tuesday, October 17, 1922.

No meeting, lack of quorum. Tuesday, October 24, 1922. No meeting, lack of quorum.

> MANY ARMY OFFICERS WANT CIVIL POSITIONS

Under the provisions of the last Army appropriation bill passed by Congress, a number of officers will soon be separated from the service and some of these men have indicated their desire to be discharged in the Philippines. Many are highly qualified professional men-lawyers, surgeons, chaplains, engineers, dentists and veterinarians. Others are men of high attainments, qualified to fill responsible positions in commercial and industrial establishments. Members of the Chamber are urged to assist these men in obtaining suitable civil occupations, in which endeavor the Army au-thorities will cooperate. If any openings should occur or be in prospect, names of men having the required qualifications can be obtained from Army headprobably quarters.



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# CHAMBER NOTES



After considerable delay, caused by the necessity of extensive repairs and alterations on the second floor, the quarters of the Chamber were finally removed to their new location on Thursday, October 19. A small army of cargadors set to work on the furniture shortly after 2 p. m. on that date and by 5:30 everything had been removed around the corner and upstairs, including the nine-foot Round Table, which presented quite a problem in shift engineering.

The arrangement of the new quarters is substantially as depicted in the plan printed on this page last month. The Directors have the cream of the space, the corner room facing the river and calle Pinpin. It is a decided improvement over the hole in the wall into which they had to crawl every time they held a session and in which ye editor eked out a precarious and ungregarious existence. This room, however, will not be monopolized by the Directors, as it will be available as a meeting place for all the Special Sections and any other similar aggrupation of members.

Next to the Directors' room is the Secretary's office. It is more spacious than his previous stamping ground, but not contentwith the added space assigned to him he has shoved three big closets into ye editor's sanctum, who has only half the space despite the fact that his functions are probably the most important in the Chamber outside of the President's. There may be

some differences of opinion on that point and the Secretary may object to that view of the matter, but we leave it to any one: who would ever hear of the Secretary or know him if they saw him, if it weren't for the gratuitous publicity accorded him in the Journal?

Well, as we said, the Secretary has plenty of room, though he kicks about it. Next to his room is ye editor's sanctum. If it weren't for the fact that the Secretary has half filled it with three of his morgue closets, as pointed out above, there might be room in it to turn around in comfortably. However, it is a decided improvement over the office below, and since the Secretary in a most astounding burst of generosity provided it with a new window shade, it will do and is most heartily appreciated.

The dining room. also used as an assembly hall, is light, airy and considerably larger than the corresponding room below. It is plentifully supplied with fans. The floor is newly cleaned and is being polished up so that it can be used for dance purposes should the occasion arise. The spacious rall is also available for dance or entertainment purposes.

The kitchen is done in white and is a model of its kind. We doubt if there is another in Manila, in private home or public hostelry, to excel it for cleanliness, arrangement and completeness of equipment. The ladies of the Chamber should visit it, and,

we feel sure the restaurant patronage would increase rapidly thereafter.

Next comes the bar, which is not quite installed yet, and separated from it by a screen is the lounge and reading room in which the famous easy chairs introduced by Captain Heath repose, usually with a human reposer on top of them. Major Winnie Grove, who plays chess. informed ye editor that we had "a fine chess room" now, meaning the identical chamber that we referred to as a lounge and reading room.

We almost neglected to mention the broad and beautiful staircase, once the pride of the Spanish Casino, with its mirrors, pancls and marble tread. It has been thoroughly renovated and now presents a very resplendant and imposing appearance. The lobby is high and spacious. The ladies' rest room. leading from the lobby, is not as yet completed.

The general color scheme is light gray with a base of darker gray, the top panel of the walls being done in orange, relieved by a red stripe. George Hayward, the architect, is responsible.

He adopted the design after an exhaustive study of psychoanalysis, including the Freudian doctrine and complexes.

All in all, the new quarters are a decided improvement over the old, and a larger number of members than ever should frequent them.

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President Cotterman accompanied by Mrs. Cotterman left for the United States on October 1. He expects to be gone four or five months,

Active Member Wm. H. Anderson is back in Manila after an absence of six months in the United States on business.

Active Member Julius S. Reis also returned to Manila after an extended absence in the United States and Europe.

Director Simon Feldstein, Treasurer of the Chamber, sailed for the United States on October 29 for a five months' vacation.

Director Samuel F. Gaches spent about two weeks on a combined business and vacation trip to Shanghai the latter part of last month.

Active Member Carl Hess is once more among the bunch at the Ten O'Clock Coffee Club round table. He reports an interesting trip to the United States and Europe.

We regret to report the illness of Governor Frank W. Carpenter, who is convalescing from stomach trouble at St. Luke's hospital. His genial presence is missed at the Round Table.

Active Member George Seaver was away the greater part of last month on a trip to the Southern Islands.

Associate Member J. J. Kottinger and Miss Ethel Furr were united in marriage on the evening of October 28 at the Union Church.

November 15 is the date set for the wedding of Associate Member Clifford P. Laid and Miss Plessie Mozingo, sister of the Secretary of our Chamber.

Associate Member Paul A. Gulick was in the city for a few days the latter part of the month, having come down from Baguio, where he is now permanently domiciled.

Associate Member Frank Liddell was a visitor in Manila the last week of October from the wilds of Mindoro.

Associate Member D. H. Lawson has returned to Manila from a three week's trip to China, where he met Mrs. Lawson, who returns from the United States after an absence of several months.

Associate Member L. O'Dowd, of Baguio, paid Manila a visit during the month, having coming down on business.

Associate Member J. C. Patty, of Macleod and Company, has returned to the Philippines from a six months' vacation to the United States.

Active Member John R. Wilson left for Mindoro on October 26 and was gone for a few days. He is looking after the affairs of the Mindoro Sugar Estate.

Through the courtesy of the United States Chamber of Commerce this Chamber is in receipt of a copy of the report on the work of the American Engineering Standards Committee and other material bearing on the same subject. These papers may be consulted on application to the Secretary.

# LITTLE TABULATIONS

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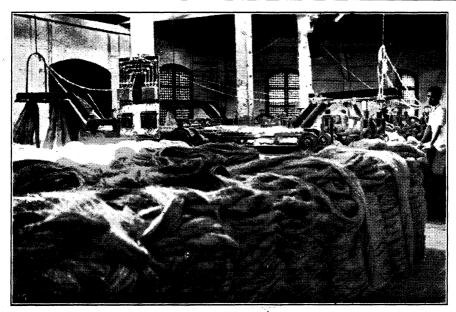
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# President of Los Angeles Chamber Makes Eloquent Address

Following an eloquent address at the luncheon of the American Chamber of Commerce of the Philippine Islands on Wednesday, October 18, John D. Fredericks, president of the Los Angeles Chamber of Commerce, was elected a member and honorary vice president of our Chamber. Acting President E. A. Elser presided at the gathering and Attorney E. E. Selph acted as toastmaster, Mr. Selph having been on Mr. Fredericks' staff when the latter was district attorney at the time of the McNamara trial following the wrecking of the Los Angeles *Times* plant about ten years ago.

The subject of Mr. Fredericks' talk was "Our Relations," referring to the relations between the businessmen of L.s Angeles and those of Manila. He stated that the Philippines have many things that the people of Los Angeles want while Los Angeles has many things that the people of the Islands need. He referred particularly to the growth of Los Angeles as a manufacturing center, pointing out that during the year 1921 no less than 462 industrial con-cerns were established in that city.

# PLAIN SPEAKERS

The growth of Los Angeles in recent years, he said, is something that has astounded even the inhabitants of that city. They do not try to account for it, he continued. They simply take it as a fact and continue to boost for it. as they have boosted for it for many years. Los Angeles, he stated, has no antipathy toward any other Pacific Coast city. The growth of Los Angeles, however is the business of the Los Angeles Chamber of Commerce. and "we consider it our duty to present facts and consider it our duty to present facts and figures and let them talk for themselves," he added. "We do not meddle with political affairs except when the Government interferes with business, and then the Los Angeles Chamber of Commerce speaks its piece and speaks it plainly."

Mr. Fredericks then cited census statis-tics showing that in the last five years the population of the Pacific Coast states increased about 1,400,000 and that one-third of this increase took place in the Los Angeles district. In the last three years the population of Los Angeles has increased at the rate of 100,000 annually. The building industry of Los Angeles is third in point of progress in the entire country, being exceeded only by those of New York and Chicago. The value of new construction, he said, is about \$100,000,000 a year. The last census showed Los Angeles to be the tenth manufacturing center in the United States. The \$150,000,000 motion picture industry was not included, but Secretary of Commerce Hoover has since then permitted it to be counted as a manufacturing industry, which has raised Los Angeles to seventh place. Los Angeles has 6½ miles of docks and is spending \$50,000,-000 to improve its port facilities. For the first six months of this year the tonnage in and out of the port of Los Angeles has been equal to that of San Francisco Bay and three times as much as that of Seat-tle. Fifty-six steamship lines call at Los Angeles.

# VALUE OF U. S. CITIZENSHIP

Investigation disclosed, said Mr. Fredericks, that 84 per cent of the tourist traffic to Honolulu originated in Los Angeles. The Shipping Board was therefore persuaded to sanction a line between Los Angeles and the Hawaiian Islands. One of the two ships

on this run was burned to the water's edge only a week ago, he added, but the people of Los Angeles will put another ship on the run, and they are stubborn enough to operate this line, even at a loss if necessary. Mr. Fredericks predicted that a regular line to the Far East and the Philippines will soon be in operation.

Mr. Fredericks then called attention to the fact that our occidental civilization has consistently traveled westward, starting in Europe, crossing the Atlantic, and finally reaching the Pacific coast when it "leaped the great dam of the prairies." Great cities like New York and Boston must arise on the Pacific Coast, he stated, and it appears as though the westward drive were centered on the Los Angeles district.

All this he went on should point to where our best and most logical market

for Philippine goods should be.

Mr. Fredericks said he did not wish to Mr. Fredericks said he did not wish to talk about Philippine independence, as he know so little about the subject, but he made the following significant statement: "No matter what the color of my skin may be or where I was born, I should be proud to be a citizen of the country that

first lit the torch of liberty in the western hemisphere, the country that liberated Cuba, the country that went to Panama, cleared up that pest hole and established the great inter-oceanic highway, the country that entered the World War with its best blood and without any seffish motives."
Mr. Fredericks was in Manila only two

# SCHEDULE OF MEETING

Monday, November 6, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, November 7, at 1:00 p. m.: Regular meeting, Hemp Section

Tuesday, November 7, at 4:60 p. m.: Regular meeting, Board of Directors.

Wednesday, November 8, at 1:00 p. m.: Regular meeting. Active and Associate members.

Monday, November 13, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, November 14, at 4:00 p. m.: Regular meeting, Board of Directors.

Monday, November 20, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, November 21, at 1:00 p. m.: Regular meeting, Hemp Section.

Tuesday, November 21, at 4:00 p. m.. Regular meeting, Board of Directors.

Wednesday, November 22, at 1:00 p. m.: Regular meeting. Active and Associate members.

Monday, November 27, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, November 28, at 4:00 p. m.: Regular meeting, Board of Directors.

Monday, December 4, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, December 5, at 1:00 p. m.: Regular meeting, Hemp Section.

Tuesday, December 5 at 4:00, p. m.: Regular meeting, Board of Directors.

Thursday, December 7, at 5:00 p. m .: Regular meeting, Embroidery Section.



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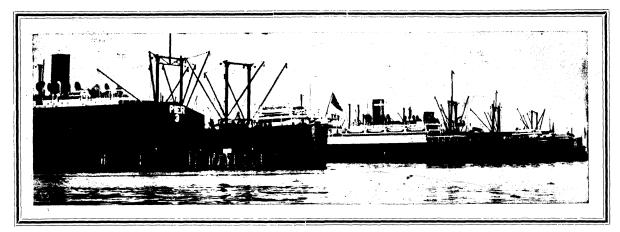
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### SHIPPING NOTES



### U. S. SHIPPING NOTES

By A. G. HENDERSON (Special Correspondent)

CHICAGO, Sept. 2, 1922.—As was predicted in our August letter, the Ship Subsidy bill has, with the consent of the President, been laid over for the next Congress to act upon. It will thus be brought up about the middle of next April. From all indications, its adherents are not at all enthusiastic over the prospects of its passage, and it is barely possible that the bill will be dropped altogether.

der the new articles, each line puts up a \$25,000 bond, and at the present writing these have all been signed, the Shipping Board becoming a member of the Conference. Within thirty days it is expected that the Pacific Conference will be reformed, and a little later the Gulf-Far East Conference. This will act to stabilize rates, and to end the ruinous rate war of the past eight months.

The Shipping Board commenced seizing vessels which were purchased on the installment plan and on which only the initial payments have been made. A line operating in the coast to coast trade has

The New York Far East Conference has

come back to life again, and but a few minor points have to be settled before this

conference begins functioning again. Un-

The Shipping Board commenced seizing vessels which were purchased on the installment plan and on which only the initial payments have been made. A line operating in the coast to coast trade has had its fleet of five vessels commandeered by the Board, and one other company in the same trade has been given two months to purchase outright the Board vessels operated, or turn them back. The Board is also lending a sympathetic ear to private owners who have complained bitterly about the Government competing with private services, notably across the Atlantic. As a consequence of the last hearing in August, the Board is withdrawing from the Hamburg berth, which is today adequately served by two private Americanowned lines.

#### SHIPPING REVIEW

By E. J. BROWN General Agent for the Philippines, Pacific Mail Steamship Company

The Public Utility Commissioner has recommended that reductions be made in rates of passage and freight on steamers operated in the interisland trade. In some routes it is claimed that with a cut as high as 50% in passage rates and 25% in freight rates (which would mean practically a reversion to the pre-war scale), the operating companies will still make a considerable profit. If this is true they have been making more than considerable profit in recent years. The whole matter of interisland service and rates is a complicated one and any adjustment made should be the result of careful study and consideration by all concerned. The service, even though it is not what it should be, is vital to the interests of the country, and no unfair or unreasonable restrictions should be imposed or it will grow much worse before it is

bettered. The time to reduce rates to the pre-war level will come when, if ever, operating costs reach that level.

The Toyo Kisen Kaisha have announced a change of itinerary in their trans-Pacific line. Their steamers will call at Hongkong before Manila and from here will sail for Shanghai direct, thence to San Francisco via Japan ports. The change becomes effective with the sailing of the Korea Maru from Manila, January 2. 1922.

The Navy's floating drydock *Dewey* will be moved from Olongapo to Manila if the Governor General's suggestion is approved



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by the War and Navy Departments at Washington. It was once planned to transfer the drydock to Cavite, but due to the extensive dredging required there to float it, that plan was abandoned. With such a drydock available to commercial steamers in Manila, the importance of the port will be increased.

The new Tariff Act imposes a 50 per cent duty upon all repairs made to American ships in foreign ports, except emergency repairs. This is yet another burden added to the many that are shouldered by those who are endeavoring to keep the American flag afloat on the high seas despite political experiments by persons who have no financial interest in anything connected with the business of transportation by sea. When an American steamer meets with an accident while abroad, only temporary repairs can be made to enable her to reach an American port unless the owner pays a duty of 50 per cent of the cost of permanent repairs effected at the foreign port.

During October the Shipping Board freighter Dewey, operated by Struthers & Barry, called at ports in the Davao gulf to load hemp and copra for direct shipment to the United States. Direct call of ocean steamers at minor ports in the Islands stimulates production in the localities served, as shippers save the extra cost of forwarding to a major port for transhipment. Other minor ports at which Shipping Board vessels make direct calls are Pulupandan, Legaspi and Tabaco.

### NEW TRADE COMMISSIONER DUE THIS MONTH

Trade Commissioner John A. Fowler, who has spent three years in British Malaya and the Dutch East Indies, and who has just completed his handbook on these regions, has been assigned to Manila to further promote American trade in the territory comprising French Indo-China, Siam, British Malaya, Dutch East Indies, and the Philippine Islands. Mr. Fowler, accompanied by Assistant Trade Commissioner E. B. George, left Washington July 30 and visited several American cities on his way to the coast. He was expected to arrive in Manila November 1. and will immediately make a tour of the countries under his supervision, returning to Manila by Christmas time.

A new cable service from Manila in cooperation with the American consuls at Saigon, Bangkok, Singapore, and Batavia will be inaugurated on January 1. Among other things, Mr. Fowler is intrusted with the compilation of a commercial handbook on French Indo-China, Siam, and the Philippines, which will be a companion volume to his handbook on the Dutch East Indies and British Malaya, now in press.

#### LLOYD'S NEW RULES

By the new rules of Lloyd's Register greater economy and higher efficiency will, it is hoped, be attained by shipbuilders. Simplicity in interpreting the rules is also aimed at. Thus the symbol "100 A 1" at Lloyd's is no longer to be complicated by the addition of words or letters indicating the particular type of vessel to which the symbol is attached. It will be allotted without qualification to every ship in Lloyd's Register which is entitled to it, that is, every ship which, judged by the Society's rules, is in a fit and efficient condition to carry dry and perishable goods to all parts of the world.

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S.	S.	PRESIDENT	GRANT	DEC.	24	JAN.	16
S.	S.	PRESIDENT	JEFFERSON	JAN.	7	JAN.	30

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### Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by E. A. Perkins, General Counsel of the Chamber.

### GARNISHMENT; GOVERNMENT EMPLOYEE'S SALARY

1. Garnishment; Attachment of Salary of Government Employee.—The salary durfrom the Government of the Philippine Islands to a public officer or employee cannot by garnishment, be seized before being paid to him and appropriated to the payment of his judgment debts.

2. Money in the hands of public officers, although it may be due government employees, is not liable to the creditors of these employees in the process of garnishment

The Director of the Bureau of Commerce and Industry vs. Honorable Pedro Concepcion., XX Off. Gaz. p. 1706, August 8, 1922.

### INSOLVENCY; PREFERENCES

1. Bankruptcy and Insolvency: Preferences: Contract of Pledge.—On April 28, 1919, Dy Poco executed a private document of the following tenor: "Received of Mr. Te Pate the sum of fifteen thousand pesso (†15,000), securing the payment of this sum with the six hundred piculs of hemp, more or less, which I have in Dact marked D. S. O. Should I be unable to pay the sum above-mentioned, Mr. Te Pate will have

the right to sell the six hundred piculs of hemp and to deliver to me the remainder of the proceeds of the sale." A petition in involuntary insolvency was filed against Dy Poco on June 7, 1919, and he was adjudged insolvent on June 23, 1919. Subsequent to the petition in involuntary insolvency, Te Pate acquired possession of the hemp pledged in the private document. Held: That the claimant Te Pate was not entitled to a preference in the distribution of the assets of the insolvent.

- 2. Article 1865 of the Civil Code Construed—A pledge, to be valid against third persons, must be evidenced by a public instrument.
- 3. An assignee is a "third person" within the meaning of article 1865 of the Civil Code.

Involuntary insolvency of Dy Poco. Te Pate, claimant and appellee, vs. Frank B. Ingersoll, assignee and appellant, XX Off. Gaz. pp. 1743-1744, August 12. 1922.

#### JUDGMENT NOTES

- 1. Judgments by Confession; Origin. The practice of entering judgments in debt on warrants of attorney is of ancient origin.
- 2. Common Law Practice.—In the course of time a warrant of attorney to confess

judgment became a familiar common law security.

3. Kinds.—At common law, there were two kinds of judgments by confession; the one a judgment by cognevit actionem, and the other by confession relicta verificacione.

4. Advantages.—Judgments by confession as appeared at common law were considered an amicable, easy, and cheap way to settle and secured debts.

5. Disadvantages.—The recognition of such a form of obligation would bring about a complete reorganization of commercial cuscoms and practices, with reference to short-term obligations. Instead of resulting to the advantage of commercial life in the Philippines, judgment notes might be the source of abuse and oppression, and make the courts involuntary parties thereto.

6. Validity of; in the United States.— A number of jurisdictions in the United States have accepted the common law view of judgments by confession, while still other jurisdictions have refused to sanction them.

7. In the absence of statute, there is a conflict of authority as to the validity of a warrant of attorney for the confession of judgment. The weight of opinion is that unless authorized by statute, warrants of attorney to confess judgment are veid, as against public policy.

## BAGUIO

Commencing November 17, 1922, a special train composed of Buffet car, Sleeping cars, and First and Third class coaches will leave Manila at 10:00 p. m. on Friday of each week making direct connection at Damortis with the Benguet Auto Line reaching Baguio about 7:30 a. m. This train will leave Damortis at 9:00 p. m. each Monday for Manila.

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- 8. In the Philippine Islands; Statutory Provisions.—Neither the Code of Civil Procedure nor any other remedial statute expressly or tacitly recognizes a confession of judgment commonly called a judgment note.
- 9. Right to a Day in Court.—The provisions of the Code of Civil Procedure, in relation to constitutional safeguards relating to the right to take a man's property only after a day in court and after due process of law, contemplate that all de-fendants shall have opportunity to be heard.
- 10. Counterclaims—The provisions of the Code of Civil Procedure pertaining to counterclaims argue against judgment notes, especially as the Code provides that in case the defendant or his assignee omits to set up a counterclaim, he cannot afterwards maintain an action against the plaintiff therefor.
- 11. Civil Code.—At least one provision of the substantive law, namely, that the validity and fulfillment of contracts cannot be left to the will of one of the contracting parties (Civil Code, art. 1256), constitutes another indication of fundamental least account. tal legal purpose.
- 12. Negotiable Instruments Law.—Section 5 (b) of the Negotiable Instruments Law providing that the negotiable character of an instrument otherwise negotiable is not affected by a provision which authorizes a confession of judgment if the instrument be not paid at maturity, cannot be taken to sanction judgments by confession.
- 13. Warrants of attorney to confess judgment are void as against public policy, because they enlarge the field for fraud, because under these instruments the promisor bargains away his right to a day in court, and because the effect of the instrument is to strike down the right of appeal accorded by statute.
- 14. Warrants of attorney to confess judgment are not authorized nor contemplated by our law.
- 15. Judgment Notes. Validity of.— In the absence of express legislative sanction, provisions in notes authorizing attorneys to appear and confess judgments against makers should not be recognized in this jurisdiction by implication.
- 16. A provision in a promissory whereby in case the same is not paid at maturity, the maker authorizes any at-torney to appear and confess judgment thereon for the principal amount, with interest, costs, and attorney's fees, and waives all errors, rights to inquisition, and appeal, and all property exemptions, is not valid in this jurisdiction.

Philippine National Bank vs. Manila Oil Refining and By-Products Co., Inc. XX Off. Gaz., pp. 1780-1781 August 17. 1922.

#### CONTRACTS

A Contract Payable in Dollars Must be Paid in Dollars or Their Equivalent.—When the dollar sign (\$) is used in a written contract made in the United States, it sig-nifies dollars in the money of the United States, and the contract can be discharged only by the payment of the required amount in United States money or in Philippine pesos of an equivalent commercial value, unless otherwise specifically provided in the contract. It would be ruinous to the commercial interests of the Philippine Islands to declare that the payment of debts of money could be made in other specie than that stipulated in the contract.

Robert S. Clemons vs. William T. Nolting. XX Off. Gaz., pp. 1815 August 22, 1922.

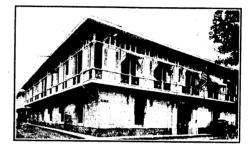
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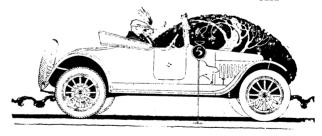
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### RECENT INCORPORATIONS

#### DOMESTIC

Sentember 25, 1922

MANILA BUSINESS COLLEGE COR-PORATION, Manila; capital stock, #30,000, subscribed #26,000, paid up #8,000; Direc-tors: Henry Felix Borioni (treasurer), Wil-Jiam F. La Pointe, Jose N. Topacio, Miguel Romualdez, Jose P. Melencio.

#### Sentember 26, 1922

NAIEF, INC., Manila; tobacco dealers; capital stock #40,000, subscribed #10,200, paid up #2,700; Directors: Jorge Salem (treasurer), Trinidad Rodriguez, Miguel Cemasos, Alejandro Chebat, Fares Chebat.

#### September 28, 1922.

PHILIPPINE NATIONAL INSTITUTE ASSOCIATION, Manila; educational insti-tution; capital stock #49,000. subscribed #20.000, paid up #10,000; Directors: Conrado Benitez, Tomas Confesor, Ismael Golez, Randall Rowley, Sulpicio Bellosillo (treas-

#### September 29, 1922.

SAMAHANG SAN ANTONIO, San An-SAMAHANG SAN ANTONIO, San Antonio, Nueva Ecija; rice mill; capital stock #10,000, subscribed #2,118. paid up #690; Directors: Eladio Zamora, Victoriano T. Manio, Venancio Santiago (treasurer), Vicente E. Frias, Federico Ambrosio.

PHILIPPINE PORTRAIT COMPANY, INCORPORATED, Manila; photo supplies, cameras. films. etc.; capital stock #1,000, subscribed and paid up #500; Directors: F. C. Fisher, Samuel F. Gaches (treasurer), J. C. West, W. S. Boston, D. Valencel. zuela

#### October 3, 1922

PHILIPPINE PHARMACEUTICAL LABORATORY, Manila; capital stock #15,000, subscribed and paid up #3,000; Directors: Domingo de Guzman (treasurer), Juan Nolasco, Lamberto Ramos, Jose Ramos Fajardo, Fernando Bartolome. Joaquin Gomez.

ALERTA STUDIO, INC., Manila; photo ALERIA STUDIO, INC., Mania; pnoto supplies, cameras, films, etc.; capital stock #6,000. subscribed #1,200, paid up #700; Directors: M. P. R. de la Vaca, Vidal Isaac (treasurer), Timoteo Balajadia, Carlos Perez, Melanio J. Santos, Pio H. Santos. Catalino Amante.

#### October 4, 1922.

THE MANILENSE INSTITUTE. COLLEGE OF COMMERCE, Manila; capital stock #10,000, subscribed #2.500, paid up #1,575; Directors: P. R. Lagasca. Jose Bernabe, Agustin Roxas, Paz Diokno (treasurer), Buenaventura Viloria.

ASIATIC GUANO FERTILIZER COM-ASIATIC GUANO FERTILIZER COMPANY, Manila; capital stock #150 000, subscribed #37,700, paid up #12.700; Directors: J. Williamson, A. Nelson Thomas, George A. Seaver (treasurer), Juan Encarnacion. Chester Sanders, Hugh F. Hutchison Walter A. Smith.

### October 5, 1922

MANILA FILM COMPANY, INC., Manila; capital stock #40.000, subscribed #25,000, paid up #15,200; Directors: Elmer Madsen (treasurer), George P. Kearney, Francis H. Garrett, J. F. Boomer, H. W. Hope.

#### October 6, 1922.

BIAN HIN COMPANIA, INC., Jimenez, Misamis; general merchants; capital stock 750,000, subscribed and paid up #30,000; Directors: Tio Chio Lip, Tio Quito (treasurer), Tio Engo. Onofre Miranda, Julian Miranda.

### October 10, 1922.

ZAMBOANGA LUMBER COMPANY. Zamboanga, Mindanao; capital stock ₱30,-000, subscribed and paid up ₱6,000; Direc-tors: Manuel Berenguer, Filomena Gonzales, Cesar Garcia (treasurer), Segundo Goyena, Pablo Lorenzo.

ILOILO ACCOUNTING SCHOOL, Iloilo; to conduct correspondence courses in bookkeeping and accounting; capital stock #20,000, subscribed and paid up #4,000; Directors: Bonifacio Pasquin, Simplicio Javier, Filemon de los Santos (treasurer), Ventura Dacudao, Pastor Reyes Torres.

### October 16, 1922.

CAPIZ PUBLISHING COMPANY, IN-CORPORATED, Capiz, Capiz; newspaper and printing press; capital stock \$10.000, subscribed \$2.625. paid up \$735; Directors: Meliton Albaña, Santiago Abella Vito, Eduardo Abalo, Tomas Sison, Sofronio Baran-da Mariano Ortiz, Jose M. Albar, Jose G. Villanueva, Jose Hernandez. Treasurer, Paulino Quisumbing.

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October 17, 1922.

CHINESE IMPORTERS AND EXPORT-

CHINESE IMPORTERS AND EXPORTERS ASSOCIATION, Manila; no capital stock; Directors: D. F. Bunping, Poon Ka, Go Colay. So Hao Sioc, Te Pao, Ang Gioc Chim, Lim Sun Chiong, Ang E. Yek, Ang Yee Coe, Gaw Leng, Tan Jick.
C. M. D. FERTILIZER & DEVELOPMENT COMPANY, INC.. Manila; mining and chemical development and manufacture; capital stock #15,000, all paid up; Directors: Joshua T. Colvin, Minnie T. Colvin, Telesforo Dionisio, Modesta Mendoza de Dionisio (treasurer). Maximino Mendoza.

October 18, 1922.

MANILA STRUCTURAL COMPANY, INC., Manila; general construction work; capital stock #50,000, subscribed #20,000, paid up #5,000; Directors: J. R. Asuncion (treasurer), Emilio Gimenez, M. S. Concep-

cion. Vicente Barcoma, Julian Aspilla.
UNIVERSAL HEMP MACHINE COMPANY, INC., Manila; capital stock
#100,000, subscribed #20,300; Directors:



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P. H. Frank, W. H. Gohn, J. B. Hedges (treasurer), R. C. Thrasher, W. A. Mc-Kellar.

October 19, 1922

T. J. WOLFF & COMPANY. Manila; general merchandise, import and export; capital stock #10,000, subscribed #2,000, paid up #1,000; Directors: T. J. Wolff (treasurer), H. Ingram, M. Rubenstein, Thomas Cary Welch, W. T. Beardsley.

October 21, 1922

GOHN & HALEY, INCORPORATED, Bulutaki, Santa Cruz, Davao; live stock and general agricultural ranch; capital stock #9.000, all paid up; Directors: W. H. Gohn, R. W. Haley (treasurer), C. P. Bumpus, Carlos Lavilla, Jose Duque Carpio.

October 25, 1922

THE PASAY COUNTY SCHOOL, INC., Pasay. Rizal; elementary, high school and business instruction; capital stock #20,000, subscribed #5,000, paid up #1,400; Directors: Nicanor A. Roxas, Alfredo M. Bunye. Ricardo Lazaro (treasurer), Pablo Anzures. Juan Alumia.

#### FOREIGN

October 10, 1922.

MONTGOMERY WARD & CO., INC. incorporated under the laws of Illinois, U. S. A.; general manufacturing and mercantile business; capital stock #8,499,600; central office in the P. I. located in Manila; local agent, J. A. Stiver.

October 16, 1922

NAKAMURA TRADING COMPANY, LIMITED, incorporated under the laws of Japan; general exporting and importing; capital stock #100,000, subscribed and paid up #25,000; central office located in Manila; K. Watanabe, agent.

October 20, 1922.

EL DORADO OIL WORKS, incorporated under the laws of California; coconut products and vegetable oils; capital stock #2-000,000, subscribed and paid up #400,000; central office in Manila; local agent, W. M. Rank.

#### PROHIBITION ON SHIPS BEING ENFORCED HERE

Prohibition on American vessels, as well as on foreign vessels within the three-mile as on foreign vessels within the three-mile zone, is being enforced rigidly in ac-cordance with instructions received from Washingtom. Major General George W. Read, Department Commander, on Octo-ber 16 received the following cablegram from the War Department:

"The following notice has been received from the Treasury Department:

'The provisions of the National Prohibition Act are applicable to Uni-ted States vessels leaving foreign ports after October 14 and to foreign vessels leaving foreign ports after that date on coming within the territorial waters of the United States. All sales of beverage liquors States. All sales of beverage liquors on United States vessels anywhere, and on foreign vessels within the territoral waters of the United States are unlawful after October 7. This notice does not apply to foreign vessels passing through the Panama Canal and not touching any other ports under the jurisdiction of the United States.'

#### TRADE OPPORTUNITIES

No. 23.

A firm in Boston, sole selling agents for several cotton mills producing principally cotton duck, and some gray sheetings and drills, is anxious to secure a representative in Manila, preferably an individual.

No. 24.

A prospector writes from Mindanao that he is prepared to fill a limited order for magnificent specimens of orchids and butterflies found in that locality.



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### STATISTICAL REVIEW

#### CONSOLIDATED BANK REPORTS, SEPTEMBER TO OCTOBER, 1922

BY BEN F. WRIGHT, Special Bank Examiner

<u></u>		Weck end Sept. 23	ling Week ending Sept. 30	Week ending Oct. 7	Week ending Oct. 14	Week ending Oct. 21
1.	Loans, discounts and overdrafts	<b>#</b> 168,456,57	0 <b>1</b> º166,605,823 1			
2.	Investments	26,069,38		22,227,010	21,315,631	20,699,975
3.	Due from banks, agencies and branches in Philippine Islands	41,370,35		40,488,667	39,043,531	37,197,658
4.	Due from head office	6,231,60		3,597,417	3,962,871	4,479,411
5.	Due from other banks	7,281,82	3 8,097,042	8,600,499	7,085,971	7,457,432
6.	Cash on hand:			*** **** ***		40.440.044
	(a) Treasury certificates (b) Other cash available for reserve	12,380,17		12,509,079	12,435,798	12,440,918
		170,22		188,639	178,248	187,911
		2,078,13 389.05		1,345,205 599,757	1,533,368 501.623	1,246,669
		15.017.59		14.797.324	14.649,037	14,873,25
7	Total	277,352,64		272,360,571	270,366,410	270,122,996
8	Demand deposits	62,699,28		61.917.247	61,204,880	62,103,222
9	Time deposits	58,109,03		58,050,379	58,167,284	57,940,632
10.	Due to head office	37,103,70		33.503.531	33.342.035	32,262,279
11.	Due to banks, agencies and branches in the Philippine Islands	6,862,63		7.831.269	7,126,199	4,695,822
12.	Due to other banks	8,115,65		7.813.411	7.266.637	7.193.425
13.	Exchange bought since last report—spot	2,209,40		4.147.643	3,565,207	3,231,611
14.	Exchange sold since last report—spot	3,383,08		3,929,546	4.037.480	3,698,116
15.	Exchange bought since last report—future	2,332,07	8 3,195,991	3,119,462	3,156,959	4.344,786
16.	Exchange sold since last report—future	3,988,51	6 3,614,669	4,745,970	5,162,067	5,325,963
17.	Debits to individual accounts since last report	19,844,84		25,868,033	23,397,061	23,535,12
18.	Net circulation	41,096,91	8 41,333,378	41,202,633	41,280,356	41,125,5(

### CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant, Treasury Bureau.

	May 31, 1922	June 30, 1922	July 31, 1922	August 31, 1922	September 30, 1922
Pesos, subsidiary and minor coins Treasury certificates Bank notes:	\$20,915,831.61 37,389,791.60	\$20,717,819.03 37,619,900.00	\$20,476,746.41 35,297,007.00	#20,340,271.22 35,201,537.00	
Bank of the Philippine Islands		$\substack{8,982,872.50\\32,393,732.20}$	8,984,037.50 32,393,512.70	8,998,982.50 32,393,512.70	8,998,777.50 32,393,312.70
Total circulation	₱99,697,457.91	₱99,714,323.73	₱97,151,303.61	₱96,934,303.42	<b>1</b> 98,639,655.99



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### TRADE STATISTICS

									L EXPORTS							
		Com	modities			-		Sep	ot. 1922		Sept. 192				Aug., 1922	
1	• .	-					Quant	ity	Value	%	Quantity	Value	%	Quantity	Value	%
	Exports of U.S. Pro	duets					252, 23, 28,9	409 883 683 539 747 267 052 605 063 800	2,751,950 3,715,090 3,800,675 748,741 1,070,483 336,380 245,953 269,405 164,407 102,144 64,542	17.9 24.2 24.7 4.9	8,895,481 11,274,980 200,249 696,006 12,120,995 721 130,688 6,955 2,251	4,282,78 2,536,07 4,033,84 1,808,18,07 737,65 543,95 48,72 94,55 282,12 35,59 56,18 17,26 6,26 239,53 14.722,67; 196,90	8 17.0 4 27.0 6 12.1 7 5.6 5 3.7 0 0.3 22 0.6 6 1.9 9 0.2 9 0.4 7 0.1 7 1.6 5 98.6	22,284,43 10,636,76 16,145,83 16,624,04 27,071,63, 857,12; 2,528,20 6,135,95 4,68 295,37 24,31; 42,11	2 2,599,62 3 3,502,884 510,22;5 1,082,82;5 5 1,082,82;6 6 250,53;8 8 358,78;0 0 252,81;7 178,72;4 4 120,08;2 2 56,11;1 1 125,500 304,152 15,163,636	7 15.6 1 16.9 22.8 8.3 7 1.6 6 2.3 7 1.6 1.2 0.8 3 0.4 0.8 2.0 98.5
1	Exports of foreign Protal Exports .	oducts							18,938	0.3		9,027	0.1		177,899 41,973	0.3
	ĺ	PRINC	IPAL IX							•	•	14,020,000	3 100.0		₱15,383,508	100.0
	Articles		Septem	ber 1921		Augus	it 1922	_				EXPOR	TS			
l		Value	%	Value	%	Value			Nationali of		1922	Septem	ber 19	21	August, 192	2
	cotton Cloths ther Cotton goods ron & Steel, include	939,060 ling	0.5	1,566,613 720,539	6.2		28 8.		Vessels		Valu	ie %	Val	ue %	Value	%
	machinery asoline Wheat flour illuminating oil Meat products Coal Dairy products Paper and Manufactu of Lubricating and ot oils	1,764,07 467,610 342,47 678,23 189,122 356,94 440,123 res 402,483 her 197,61	3.3 5 2.4 7 4.7 8 1.3 1 2.5 8 3.1 3 2.8 1 1.4	1,509,074 719,969 404,337 1,090,895 489,070 494,570 319,185 111,998	6.2 3.5 9.4 4.2 4.3 2.7	163,9 424,1 208,4 355,7 414,8 234,0 354,3	144 1. 199 3. 133 1. 174 3. 168 3. 148 2. 19 3.	.5 .8 .9 .2 .7 .1	American British Dutch Japanese Spanish Swedish Philippine Chinese German French		4,989,6 1,587,1 765,3 257,1 114,6 197,8 612,4	341 32.5 .71 10.0 .98 5.0 .92 1.7 .552 0.7 .28 1.3 .27 4.0	1, 64,	841 41.8	946,215 632,409 484,952 15,514 678,971	45.8 27.7 6.0 4.1 3.2 0.1
l	Silk goods Cattle and Carabaos	259,000	0.7	156,693 406,966 191,058	3.5	78,2	93 0.	7	Norwegian Total by freig	ht	. #14,615,2		#14,196,	952 95.1	812,211 **14,859,586	
l	Tobacco (leaf, other Vegetables Chemicals, drugs, Dy	189,914 /es.	1.3	182,008	1.6	188,9	95 1.	7	By mail				731,	651 4.9		3.4
	Fish products Electrical goods Rice Cruits and nuts Cement	150,926 563,104 81,273 112,739	0.5 5 1.1 4 3.9 7 0.6 0 0.8	138,450 62,228 146,009 70,914 57,196 126,095	0.5 1.3 0.6 0.5 1.1	76,6 143,4	10 1. 88 0. 00 3. 51 0. 99 1.	4 9 8 7 3			FOREIGN 1					100.0
	ggs oolen goods Explosives Leather goods Matches	162,999 8,564 89,918 132,155	0.1 0.1 0.6	68,952 39,117 11,724 53,585 64,852	$0.3 \\ 0.1 \\ 0.5$	105,5 116,0 16,1 138,6 57,9	18 1.0 01 0. 17 1.5	$0 \\ 1 \\ 2$	Countries	s	·	22 Septer			August	
	Spirituous liquors Perfumery, cosmet etc Shoes Coffee	75,819 ics, 124,990 183,072	0.5 0.9 1.3	110,685 38,791 23,158 57,307	0.3 0.2 0.5	54,0 81,9 154,4 74,5	39 0.3 62 0.3 39 1	5 7 4	United States Japan	• • • • • • • • • • • • • • • • • • •	2,325,7 1,396,9	60 7.8 14 4.7	Value P12,807,4 2,433,1 1,895,6	476 9.2 610 7.2	2,509,806	
	Earthen, Stone, and C na ware India rubber goods Cocoa or Cacao Soap Sugar & molasses Paints, varnish, ]	Shi- 57,047 97,423 50,124 60,892 35,622 49,041	0.4 0.7 0.3 0.4 0.2 0.3	47,459 42,684 42,793 229,091 29,984 35,344	0.4 0.4 0.4 2.0 0.3 0.3	83,8 69,8 44,3 72,8 64,9 44,7	18 0.4 93 0.6 58 0.4 92 0.6 95 0.6 37 0.5	7 6 4 6 6 6	United Kingdo Germany	lies .	1.144,3 171,6 376,3 653,3 422,9 1,514,8 658,6	29 3.9 05 0.6 22 1.3 01 2.2 96 1.4 28 5.1 62 2.2	1,907,4 1,461, 85,6 556, 641, 900,4 1,732,4 812,9	418 7.2 679 5.5 097 0.3 767 2.1 125 2.4 879 3.4 473 6.5 037 3.1	1,274,464 1,204,047 484,118 315,453 564,180 270,439 572,543 401,407	4.8 4.5 1.8 1.2 2.1 1.0 2.2 1.5
	ments, etc.  Motion picture films Diamonds and other p cious stones, unset Sporting goods  Agricultural impleme	25,525 ore- 72,898 16,074	0.2 0.5 0.1	9,744 33,241 31,740 9,591	0.1 0.3 0.3 0.1	80,40 85,20 27,90 16,00	60 0.5 79 0.5 73 0.5	7 3	French East I Switzerland Canada Siam Belgium	ndies	645,9 143,7 186,6 29,9	63 2.2 01 0.5 09 0.6 76 0.1	374,9 67,2 20,5 67,2 92,0	932 1.4 123 0.3 560 0.1 257 0.3	471,924 156,444 456,570 21,768	1.1 1.8 0.6 1.7 0.1
	Automobiles Automobile tires Automobile accessories All others	94,496 160,267 42,203 1,574,506	0.7 1.1 0.3 11.0	145 49,064 163,844 72,144 1,215,622 11,558,181		26,55 167,75 34,17 1,265,66	97 1.5 72 0.3 52 11.2	5 3 2	Japanese-China Austria Denmark Sweden Norway		123,4 2,9 251,1 8,6 1,6	20 0.4 01 45 0.9 65 24 70	176,6 6,3 10,0 1,5 4,8	368 0.7 358 081 224 336	124,968 144,963 203,431 1,627 3,875 900 10,070	0.5 0.5 0.8
		CARR	YING T	RADE					All other count				27,0 126,486,7		37,957 <b>P</b> 26,638,981	0.1
	Nationality		eptember			August, 19	922									100.0
	of Vessels	Value	%	Value	%	Value						T STAT		тѕ		
j	American British Japanese Outch Philippine	* 2,594,257 8,546,618 1,035,539 895,009 429,331	18.1 ‡* 59.6 7.2 6.2 3.0	3,361,741 5,674,104 1,346,640 532,265 209,170	29.1 49.1 11.7 4.6 1.8	P 2,638,30 5,931,96 1,042,63 676,61 273,71	$\begin{array}{ccc} 56 & 52.7 \\ 33 & 9.3 \\ 4 & 6.0 \end{array}$	, 3 )	Ports		19	22 Septe	mber 1	921	August	1922
]	Spanish Norwegian Chinese Swedish German	155,594 84,677 73,235	1.1 0.6 0.5	69,914 48,247 16,200	0.6 0.4 0.1	62,58 199,30	89 0.6	;	Manila Hoilo Cebu	 	1,497,0	61 78.7 5 81 5.0	Valu P18.489,2 4,389,5 3,395,7	06 69.8 669 16.6	Value P18.843,818 3,509,492 8,911,876	70.7 13.2
,	Total by freight By mail	₱13,814,489 539,770	96.3 <b>†</b> *1	1,258,181 300,000	97.4 2.6	#10,825,19 430,28	1 96.2	:	Zamboanga Jolo		209,8	13 0.7 39 0.4	81,8 127,9	376 0.3	270,463	14.7 1.0 0.3 0.1
	Total	₱14.854.259	100 0 91	11 559 101	100 0	B11 055 47	72 100 0		Total		<b>2</b> 00 701 0		BOC 400 5		_	

Total ..... \$29,701,905 100.0 \$26,486,784 100.0 \$26,638,931 100.0

Total ... 1914,354,259 100.0 1911,558,181 100.0 1911,255,473 100.0

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PUBLISHED MONTHLY

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The American Chamber of Commerce is ready and willing at all times to furnish detailed information to any American Manufacturer, Importer exporter or other Americans who are interested in Philippine matters. Address all communications and requests for such information to the Secretary of the Chamber, No. 2 Calle Pinpin, Manila, P. I.

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The AMERICAN CHAMBER OF COMMERCE OF THE PHILIPPINE ISLANDS should not be confused with other organizations bearing similar names such as the Chamber of Commerce of the Philippines, the Philippine Chamber of Commerce, the Philippine-American Chamber of Commerce and the Manila Chamber of Commerce.

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### PROMINENT AMERICANS IN THE PHILIPPINE ISLANDS



#### HENRY HERMAN

Born in Vienna, Austria, in 1880, Henry Herman, manager of the Electrical Supply Company, Manila, was brought to the United States by his parents at the tender age of nine. The family settled in New York City, where Mr. Herman received his education, including a course in electrical engineering. In 1899 he came to the Philippines with the 27th U. S. Volunteers and served during the Philippine insurrection, being honorably discharged in 1901.

Immediately upon leaving the Army, Mr. Herman went into the import business in Manila, taking up electrical goods as a specialty in 1906. In 1919 he organized the Electrical Supply Company, of which he is the head. Mr. Herman is the pioneer importer of radio sets in the Philippines and is deeply interested in the science of radio. He has plans for the establishment of a first class broadcasting station near Manila in the not distant future. He has placed orders for the most modern equipment. He predicts a marvellous future for radio in the Islands, being one of its most enthusiastic devotees.

Besides being an Active member of the American Chamber of Commerce, Mr. Herman is a member of the Order of Moose and belongs to the Casino Español.

#### W. W. WESTON

Warren Wallace Weston, manager of the Rizal Billiard and Bowling Club, was born 49 years ago in Wisconsin. He was hardly out of public school when he enlisted in the Spanish American War, serving in the Cuban campaign of El Caney and arriving in the Philippines in April, 1899, with the 12th U. S. Infantry.

In October, 1900, Mr. Weston was appointed postmaster at Lucena, Tayabas, opening up the post office there, soon after the arrival of C. M. Cotterman as Director of Posts in January, 1901. He remained



in this position five years, transferring to the Quartermaster Corps of the U.S. Army. He also served one year in the Records Division of the Philippine Constabulary and five years in the appraisers' division of the Bureau of Customs.

About five years ago Mr. Weston joined the Auto Supply Company as manager, retiring recently to manage the Philippine Phonograph Company, of which he has been head since its organization in 1921. He has never visited the United States since his arrival in the Islands more than 23 years ago.

years ago.

Mr. Weston is an Active member of the American Chamber of Commerce and the Elks and Rotary Clubs. He is also a Mason and an Odd Fellow. He belongs to the United States War Veterans and the Society of the Army of Santiago de Cuba.



### E. M. BACHRACH

Emanuel Morris Bachrach, president of the Bachrach Motor Company, was born in Russia in 1871, emigrating to the United States at the age of 18. He obtained employment as a helper in machine shops and then became a messenger for the large cloak and suit firm of Meyer, Jonasson and Company, New York. In a short space of time he became salesman for the firm, covering the New England territory. After five years with this concern, he went into the business on his own account, continuing in it for seven years, when his health failed and he was ordered by his physicians to seek a warmer climate.

At first Mr. Bachrach sought health in Arizona and then went to New Mexico, but not obtaining any relief, he proceeded to the Philippines, where physicians said he should have better health. He arrived here in 1901 with a capital of 1,700 Mexican dollars and went into the importing business. In 1907 he brought the first American automobile to the Islands, a Ford, and started his present automobile business, now one of the largest in the Far East.

Mr. Bachrach is an Active member of the American Chamber of Commerce and also belongs to the Casino Español and the Sociedad del Tiro al Blanco.

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### Along the Shores of Laguna de Bay to Morong

By Norbert Lyons

One of the least known and at the same time most picturesque short motor tours in the vicinity of Manila is that from the capital city to Moreng, Rizal province, on the northern shore of Bay Lake, known better by its Spanish name of Laguna de Bay. The road is a first class one in every respect, in fact one of the best leading out of Manila, and for a goodly portion of the 45 kilometers (28 miles) to Morong, it skirts the shore of the lake. Some of the scenery is superb and is seen to best advantage at sunset, when the sky rising out of the lake is suffused with the most brilliant combinations of color in Nature's workshop. Mountain ranges surround the lake and with their irregular and picturesque outlines contribute to the pleasurable prospects that greet one at almost every turn of the road.

The start from Manila is made by way of either of the two Fort McKinley routes, via Pasay or via San Pedro Macati. Just now the Pasay road is in better condition. The San Pedro, or Santa Ana, route is slightly shorter, however, and leads along the banks of the Pasig for the last three or four kilometers of the nine kilometer run from Manila. One of our illustrations shows the quartermaster depot at McKinley, at one time a military prison as is evidenced by the elevated sentry-box at the corner of the high enclosure. This building is situated at the main entrance to Fort William McKinley, said to be the largest and most beautiful regular army post under the American flag. At one time it was occupied exclusively by American troops. Now Filipino soldiers are stationed there with only a scattering of Americans. The officers, however, are nearly all American and form a socially active and lively garrison.

### THROUGH PASIG TO THE LAKE SHORE

We proceed through or past Fort McKinley, as the case may be, by the Manila East Read to Pasig, capital of Rizal province, crossing the steel bridge across the Pasig river from which the accompanying view of the delta in the confluence of this river and the Mariquina was taken. This



River Scene at Morong.

Photo by Denniston, Inc.

is an exceptionally broad and beautiful panoramic view. The eye extends over miles and miles of territory to the serrated mountain ranges of Rizal, Cavite, Laguna and Bulacan provinces. Far to the left is the rcd-painted railroad bridge across the Mariquina, contrasting sharply with the bright green foliage adjoining it and forming its background. In the delta of the meandering Mariquina and the more petulant Pasig, cattle browse and fishermen's bamboo shelters dot the landscape. A large dredged in the Pasig forms the only incongruous note in the ensemble, but as time goes on it too is assuming an air and outline more in harmony with its pastoral surround-

ings. It has been functioning for a number of years, dredging sand for the manufacture of concrete. Clean, sharp sand is hard to obtain in Manila and is seldom found in the marshy soil of the capital.

Pasig, whose white roofs and church spire we have noted from the Pasig bridge, is reached within a few minutes. Those who have not been there four or five years ago cannot appreciate the change for the better that has taken place in that little town. The plaza has been completely renovated. Where before was a typical, dirty, small-town public square, such as is found in a majority of Philippine towns, now we find a pretty little park, well-kept and ap-



View from Manila-Morong Road between Binangonan and Cardona.



Panorama, Manila Morong Road.

Photo by Denniston, Inc.

parently well-policed. The improvement is most striking and shows what can be done in the way of civic improvement in the Philippines at comparatively small expense but considerable effort. Unfortunately, the effort is wanting in most cases.

The route thus far has been the same as that to Montalban, described in a previous article, and it continues the same up to a point about 300 meters beyond the 15 kilometer post, where the road to Montalban turns at right angles to the left while that to Antipolo and Morong continues ahead, across a long stretch of beautiful valley, the road running as straight as a die. Soon the country becomes more rugged and we enter the foothills of the Antipolo range. Just beyond Taytay, at the 21 kilometer post, the road to Antipolo branches off to the left. We go past it, straight ahead, and soon obtain our first glimpses of the lake, finally reaching the lake shore at Angono, 27.3 kilometers from Manila.

#### SPLENDID VIEWS ACROSS THE LAKE

From this point on, the highway follows the shore of Bay Lake, in southerly direction, as far as Binangonan, when it turns to the east across a small peninsula, rising to a considerable altitude. At Binangonan are the large buildings of the Rizal Cement Works, an enterprise which is now defunct. Hundreds of thousands of pesos' worth of

large quantities of good cement up to that time. Conditions since then have not warranted the reopening of the plant. The grounds are apparently being kept in good shape, however. at various places. Straight ahead, in front of the peninsula, lies Talim island, chiefly notable for its quarries. The panoramic view appearing with this article was taken from the top of this cliff.

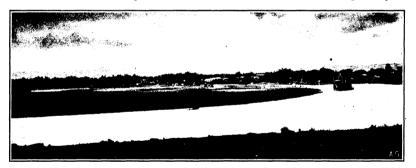


Quartermaster Depot at Entrance to Fort McKinley. Photo by Denniston, Inc.

Beyond Binangonan we cross the hilly promontory above mentioned, reaching the divide at a point about halfway between the 38 and 39 kilometer posts. The road here is rather narrow and has some sharp turns that necessitate careful driving. A splen-

#### THE CHURCH AT MORONG

The next town on the route is Cardona, a rather picturesque community of fishing folk. The road has now taken a northerly direction, but still follows the lake shore fairly closely as far as Morong. The outstanding physical feature of this town is its church, whose white, distinctive, stone tower is visible several kilometers before the town is reached. Originally built in 1621 by the Spaniards, it was partially destroyed by an earthquake in 1843, when the present imposing facade, including the tower, was constructed. A feature of the architectural design is the gargoyle entrance, just visible in the foreground of our photograph. An ascent to the top of the tower is rewarded with a fine view of the surrounding countryside, including the lake. Architecturally, this church is among the most noteworthy in the Islands, but it is in a terrible state of neglect. The present parish priest, Feodor, Prince Troubetzkoy, known better as the Baron de Stuard, has made innumerable appeals to the Manila diocese for funds to have the structure repaired, but to no avail-He lives in the convento, a most delapidated and unsafe structure which at any moment is liable to topple down over his head. The church is really an architectural thing of

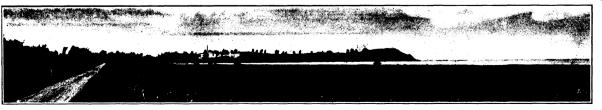


View from Pasig Bridge, Manila-Morong Road.

Photo by Denniston, Inc.

machinery and equipment lies idle. The works are of German manufacture and when the war broke out it was impossible to secure replacement parts, so that the factory had to be closed. It was producing

did view across the lake may be obtained from various points along this portion of the route. A still better view can be had from the top of the cliff bordering the north edge of the highway which may be climbed



Approaching Binangonan, Cement Works in Background.

Photo by Denniston, Inc.

beauty and is worthy of preservation. Unless repairs to it are made soon, it will rapidly turn into a veritable ruin.

The Baron de Stuard, it will be recalled by old-time residents, is the stormy petrel of the Catholic church in the Philippines. Some years ago he was expelled from the Philippines and sent to California, where he made a successful fight for rehabilitation in the Islands, carrying the contest to Rome. He is a man of liberal thought and is not backward about expressing his ideas. With it all he is a hard worker in the Church and is doing much social and educational work among his flock. Politics. he believes, is the curse of the Islands, and he is trying to get the people to leave the political arena for the plow and the sickle. It is slow and disheartening work, however, and the Baron, who is a Russian by birth and comes of a distinguished family, holds out little hope for the future of the Islands unless the people change their outlook on life. He is an interesting character. In the photograph of the church printed with this article, he is seen welcoming the reporter to the church.

#### END OF THE TRAIL

Morong has also won distinction as the birthplace of Tomas Claudio, the first Fili-



Along the Lake Shore at Cardona.

Photo by Denniston, Inc.

However, in view of the present era of governmental economy, the realization of such a plan will probably have to wait many years.



Native Fisherman and Fishing Boat, Laguna de Bay

pino to give up his life in the cause of democracy during the World War. The principal thoroughfare of the little town is named after Claudio. Those who were in the Islands during the closing years of the big European conflict will remember the sensation caused by the cable that a Filipino had made the supreme sacrifice in the great cause. Many others of his race later gave up their lives in the war on the side of the Allies.

At Moreng the first class road comes to an end and a second class road leads on to the towns of Barras. Tanay and Pililla, the latter being a municipality of some importance with a large Chinese population. Here we come to the end of the trail. Some day perhaps the road will be continued along the lake shore to Jalajala or across the ridge to the northern section of Laguna province, thus completing a loop of some 200 kilometers around Bay Lake and providing as fine an automobile touring trip as can be found anywhere in the world.

Practically every yard of the road to Morong is in first-class shape. The total distance being only 45 kilometers, the round

trip should not take over three hours of continuous easy driving. A stopover at Morong to see the church is suggested, however, and tourists will probably also want to halt along the road to view particularly pleasing landscapes. One of the tiendas in Morong keeps ice, and carbonated waters of various good brands may be obtained, so that picnic parties will find a stopover in the town quite convenient. The trip to Morong is one of the most beautiful from a scenic standpoint in the vicinity of Manila. yet comparatively few people know of it.

### MOTORING POSSIBILITIES NEAR MANILA

The motoring possibilities of the country surrounding the Philippine capital are almost unlimited. There are hundreds of miles of good roads and scores of places of historic interest. The whole countryside within a hundred miles of Manila was the scene of some of the most strenuous fighting of the Philippine insurrection and everywhere traces and mementoes of those stirring days may still be found.

The photographs appearing with this article were all taken by W. B. Allen of Denniston's Inc.. during an afternoon's trip to Morong and return.



Photo by Denniston, Inc.

Morong Church.

### Quezon Asks Chamber's Support For Constitutional Convention Plan

Manuel L. Quezon, President of the Philippine Senate, was the speaker at the Chamber's luncheon of Wednesday. November 15, and in a brilliant address, delivered extemporaneously, he advocated American support for the Filipino plan of asking Cogress to let the Filipines held a constitutional convention. He reiterated his plea for American-Filipine cooperation, voiced at the Rotary Club some weeks ago, and urged both peoples to find a common ground for a solution of the big political problem. Among those present at the luncheon were Senators Alegre, Guanco and Guevara and Feipe Buencamino, Jr. A stenographic report of Mr. Quezon's speech follows:

"Upon receiving the invitation to address you I glauly sent word of aceptance, because for some time I have been hoping to have the opportunity to speak before this Chamber. I have been told that my worst enemies in this community were to be found in this association and I wanted to come because I like to be near my enemies. So I am here, and I shall discuss a matter in which I might be able to give you some points.

"This is a commercial organization and, I am told, it has nothing to do with politics. Were I to talk to you about business you know so much more about it than I do that you would get nothing from me; but if I talk to you on some political subject, which you are supposed to ignore, then you may derive some benefit from my dis-

#### A CONCRETE PROPOSAL

"Gentlemen, those of you who were present at the banquet given by the Rotary Club in honor of the Parliamentary Mission will perhaps remember that on that occasion I appealed to the resident American community for cooperation with the Filipinos. Those who were not present at that luncheon perhaps have read my ad-

dress.
"I then said, and I repeat it now, that it is my belief that it is to the interest of all of us to work together, to go hand in hand, in our endeavor to do something for this country, because only through cooperation can we hope to accom-plish semething beneficial to all. I was then dealing more or less in generalities. I had no particular proposition to present upon which I was urging your support. Now I have something concrete for which

I invite your support.
"I want to ask you to help us secure from the United States Congress authority for the Philippine Legislature to call a constitutional convention to frame and adopt a constitution for the Philippine government. This is a proposition which in my opinion deserves the sympathetic consideration of

every American in this community.

### POINTS AGREED UPON

"Gentlemen, there are many questions upon which we already agree. One is that the present status of the Philippine Islands is not satisfactory. The other is that something should be done in order to make it less unsatisfactory. I used the words 'less unsatisfactory is the same that the same is the same in the same is the same in the same is unsatisfactory' advisedly, because in this world there is no such thing as absolutely satisfactory. Now I say that the step that will remedy the situation is the granting of authority to the Philippine Legislature to call a constitutional convention.

#### THE CONTROVERSY.

"One of the reasons given against indeone of the reasons given against independence at this time is that it is not really known whether the Filipino people want independence or not. While we assert that we do want it, some say that this plea is voiced by politicians only, that the people at large do not want independence; in fact, a few go so far as to say that Manuel Quezon, who poses as the strongest advocate of Philippine independence, is the first one

to be against it at heart.

"Then there are others who ask what kind of independence the people of the Philippines want, and finally, there are those who desire to be informed what relationship, if any, should exist between the United States and the Philippines after independence shall have been granted.

"Now, all these questions, gentlemen, can be properly answered through the calling of a constitutional convention, and it is the most appropriate way that it can be an-

swered.

"We have been, time and again, sending petitions to the Government of the United States urging immediate independence, and lately we have said that this independence should be absolute and complete.

#### MEANS TO AN END

"The President of the United States, in his answer to the last Philippine Mission, said that there are many among Filipinos opposed to independence. A constitutional convention would permit the people of the Philippine Islands to express their views on this subject in a manner that could not be challenged. More than that, it would give them the opportunity to say categorically what kind of independence they want.
"To be sure, all the political parties exist-

ing in the Philippines today have inserted in their platform a plank favoring imme-diate, absolute ad complete independence, but some may still argue that that cannot be considered as the final word of the Filipino people, because no party has come out advocating something else, such, for instance as independence under American protectorate, or under a treaty of neutralization, or under some other kind of ar-

rangement. "Moreover, it may be argued that this question has not been presented to the Filipino people independent of any other. Should a constitutional convention be called

for the purpose of defining the kind of government that the people of the Philippines desire to have and the future relations that should exist between the United States and the Philippines, every man who has his country's welfare at heart will voice his own opinion on the matter, as he would no longer consider the discussion an academic

question but one in which the permanent interest of his people is at stake.

### THE ABLEST MEN

"We could then have an expression from men who so far may not as yet have spoken -patriotic, conservative men who would feel it their duty to come out and publicly defend their views. Many of our best men do not go to the Legislature. They do not think that the work of the Legislature is of enough importance to demand from them the sacrifice of their business, but when this great question is up, which to us is the supreme question, then, I dare say, the, most able and patriotic Filipinos would consider it their duty to offer themselves as candidates to that convention so as to contribute their part to the best solution

of this very grave problem. And when the men in this convention speak they would be speaking with full authority, for they would have been elected for that purpose.

#### No Absolute Mandate

"Being, as I am, the President of the Senate, and having been elected on a platform for absolute, complete, and immediate independence, my right to speak for my people on this subject might still be disputed on the ground that there were other issues in the campaign. Moreover, it could be alleged that I was elected to legislate, not to decide whether the Philippines should be independent, and if so, what kind of in-dependence the Philippines should have. "Gentlemen, I can hardly find a better way of bringing this question of the future

relationship between the United St. tes and the Philippines in a position wherein it could be authoritatively discussed between the Government of the United States, on the one hand, and the representatives of the Filipino people on the other, except through the calling of a constitutional convention. the calling of a constitutional convention. The convention alone will not, of course settle the question. The convention would submit to the American Government the views of the Filipino people as to what kind of government they should have and what kind of relationship there should exist. It any, between the United States and the Philippines.

#### OLD METHODS GETTING NOWHERE

"When the Filipino people have thus expressed their views on the subject, it will be time for those who are opposed to those views to voice their opposition by present ing something for our people to consider Unless we do this and continue to go along in the same way we have been going so far namely, that of urging every year the im mediate, absolute, and complete independence while those opposed to it insist upon fighting us, it will be very difficult for us to come to a definite understanding, and gertlemen. I sincerely believe that we should try to come to some kind of agreement.
"At a small dinner which I gave a few weeks ago to some American friends,

one very prominent local American said that the Filipinos should give credit to Americans who are opposing Philippine in-dependence, for their stand against inde-pendence has been dictated by high motives So far as I am concerned, I want to say that I give them credit for that: in fact, some of the Americans known to be absolutely against independence are, in my opinion, very strongly pro-Filipino, whether they know it or not.

#### CAPTAIN HEATH. ROOTER FOR FILIPINOS

"I hate to be personal, but I suppose Captain Health will forgive me for mentioning his name on this occasion. Several years ago I met for the first time while traveling from the United States to Manila this great, big man—speaking both in terms of size and of ability.

"There were Filipinos, recent graduates

from the universities of America, who were on the same boat, and these boats as you have athletic events. The Filipinos took part. There were Americans competing against Filipinos and Japanese and others. Well, who do you think was most enthusiastic in favor of the Filipino boys? And who do you think was hoping that those Filipino boys would lick every Ameri-can on the boat? Well is was none other than Captain Heath. He forgot that he was an American! (Laughter.)

"This is not a joke; it is a fact, a positive

fact. He was enthusiastic on seeing Conrado Benitez and Dr. Vazquez and other

Filipinos win against the other fellows. He was almost more enthusiastic than I was

"Mind you, he was shouting for the Filipinos (laughter).

"Well, I am told that Captain Heath is against independence; he may be against independence but certainly he is pro-Filipino, (applause) a pro-Filipino even as against Americans.

"After this experience I have always given credit to those who are against Philippine independence as being actuated by what they consider to be the best interests

"Now, the question is, which judgment should prevail—yours or ours? If I were a radical, I would say ours; but I do not want to be a radical, so let us say yours and ours. Let us see whether we cannot find a middle ground for the solution of the Philippine problem. (Applause). And this is my last word to you: Do not take your judgment as the best. I am not going to claim that ours is the best either. Let us find a common ground where your judgment and ours may meet (hearty applause). I thank you.

### Dr. Banks Predicts Big Future for P. I. Silk Industry

Making two blades of grass spring up where only one grew before is a mild stunt compared with what Dr. Charles S. Banks, well-known entomologist, proposes to do with the silk industry in the Philippines. In the course of an address delivered at the luncheon of Wednesday, November 22, Dr. Banks declared that whereas other silkgrowing countries can raise only one or, at tne utmost, two crops of cocoons a year, a variety capable of producing no less than eight crops a year has been developed in the Philippines. What this means to the future silk industry of the Archipelago can readily be imagined. Dr. Banks displayed an exhibit of raw and manufactured silk, all of Philippine origin and equal, if not superior, to the best produced elsewhere. Trays of cocoons and photographs showing various stages of the silk industry at Nueva Apolonia, where an experimental laboratory has been established by Dr. Banks, were also on exhibit and evoked much interest and comment.

#### LIFE HISTORY OF WORM

The silk worm and the mulberry tree were first introduced in the Islands in 1593 by the Jesuit Fathers, Dr. Banks stated. The mulberry is the one and only food of the silk worm and descendants of the first trees planted here are still in existence. seems to do very well in this climate. It should be understood that for silk worm purposes, the tree must be kept down to low stature, so as to enable the workers to cut off the leaves readily. This stunting of growth is accomplished by various means, the best method in the Philippines being the planting of 1,100 to 1,600 trees per hectare.

The silk worm moth lays from 400 to 500 eggs, Dr. Banks explained. These hatch into tiny worms. They are placed on paper and covered with tender leaves of the mul-berry tree. The worms immediately climb on these leaves, which are put on trays. Above these are laid other trays with fresh mulberry leaves on them. The worms in the lower trays then climb to the upper trays, leaving the lower layer of trays free for cleaning. After feeding from 35 to 38 days, the worm attains its full length of 8 to 10 centimeters and begins spinning its cocoon, which takes about 48 hours. It now becomes a chrysallis, shedding its skin inside the cocoon. In 8 to 10 days it emerges a full-grown moth. To obtain the silk from the cocoon, the insect must be killed before it emerges. This is usually done by heating the cocoon in an oven, thus drying the occupant. Care must be taken, how-ever, not to kill the insect before it reaches the chrysallis stage as that would spoil the silk. Some varieties of insect produce a white cocoon while others make yellow

cocoons. Dr. Banks exhibited the product of both varieties.

The cocoon, Dr. Banks said, consists of a single fiber 1.200 to 1,500 yards in length, running from the inside to the outside. By boiling the cocoon, workers can get hold of the fiber. Five to ten of these fibers are twisted together to make a silk thread. The silk is put on the market in the raw or crude state in the form of skeins or hanks. The Philippines have imported raw silk from time immemorial, Dr. Banks said, paying as high as #160 a kilo for it. The present price is around #80.

#### BACKWARDNESS OF CAPITAL

Attempts have been made in the past to interest capital in Philippine silk production, but to no avail, the speaker stated. The Philippines, he pointed out, are less than 1,000 miles distant from China, one of the largest silk-producing regions in the world, and close to Japan, where the silk industry is the very life of the nation. Some of the reasons advanced to explain the backwardness of the local silk industry have been that the labor is not available and is too expensive, that disease may ruin the mulberry or the worm, and that other countries are too far ahead of us in silk culture. All these reasons, in the opinion of Dr. Banks, are not well founded.

Basing his remarks on a study of statistics, he said that labor is but a very small factor in silk production. As to danger from disease, he pointed to the fact that during the past 15 years about 140 generations of silk worms have been produced here without the slightest sign of disease. Expert supervision and knowledge, he admitted, are needed, but these, he declared, can be obtained from other countries having experience in the industry.

Two years ago last March, he continued, a committee from the American Silk Association visited the Far East in order to discover means of improving the quality of silk and, if possible, to find new sources of supply. Dr. Banks tried to interest these men in Philippine silk culture, but they all said that the initiative must come from the Islands. At the 1921 meeting, the members of the Association were very enthusiastic about the Philippine silk industry, but they still insisted that the start must first be made locally before they invest their capi-

### SOME LOCAL ADVANTAGE

In Japan and China, Dr. Banks stated, sporadic labor and unsanitary methods result in a loss of as much as 80% of the crop. With our eight crops a year instead of one or two, we would have an immense advantage over those countries. We would also start with a clean slate, so far as methods and sanitary conditions are concerned, and

could see to it that the standards of the industry were constantly kept up at the requisite high level to insure the maximum production.

Referring to the financial possibilities of the industry, Dr. Banks stated that one hectare planted to mulberry trees could yield an income of #500 a year. He adyised, however the cultivation of larger silk farms, those from 10 to 100 hectares in extent. With 1,100 to 1,600 trees planted per hectare, each hectare could support from 3,500,000 to 4,000,000 worms, yielding 3,000 to 4,000 kilos of cocoons per hec-These, in turn, would yield from 430 kilos of raw silk per hectare. The to 450 kilos of raw silk per hectare. lowest price for raw silk is about #35 per kilo, so that the income would be between #1,500 and #2,000 per hectare. Dr. Banks said it was absurd to think of individual exploitation of the silk worm on small tracts as the industry could not expand in that way. Before the advent of the sugar centrals, he stated, the sugar industry existed, but it did not attain its present large proportions until the coming of capital and extensive organization.

"We can start without disease," he declared, "with a more intelligent and better educated people, and with experts furnished by the government."

#### MARKET POSSIBILITIES

Two markets are open to Philippine silk, Dr. Banks asserted, namely the Philippine and the American markets. Cheaper prices would assure us of the local market, he said, while the American manufacturers are only too willing to give Philippine silk preferential tests and pay the highest market prices, judging from the samples they have seen.

Dr. Banks gave the following figures on American silk importations into the United

Impor	ted in 1920	
Raw silk Spun silk Waste silk etc	2,915,204	27,449,360
	Silk (Rav	

1910	 7.50		
1911	 7.00		
1912	7.20		
1913	7.50		
1914	6.00	<b>@</b>	<b>#</b> 7.32
1915			6.80
1916			
1917			
1918	 12.75	ă	12.82
1919	 17.50	<u></u>	20.00
1920	 10.00	ക്	36 00
	10.00	œμ,	40.00

Out of the total silk importations in 1920, China furnished 5,931,863 pounds and Japan 22,903,609 pounds. valued together at ₱547, 363,798, or 87% of the total.

Silk fabrics imported in 1920 were valued at \$71,028,844, of which Japan furnished ₱56,101,320 worth, or 79%.

Wages for weavers in the United States were as high as \$8.25 a day in 1920, as compared with \$3.00 in 1913. In Switzerland the weavers received \$1.25 a day and in Italy \$0.52 a day in 1920. In Japan the wage is about \$1.00 a day. Wages for other silk workers vary in about the same proportion in the different countries.

Dr. Banks also gave an interesting account of the great silk crisis in Japan during 1920 when the price dropped from #5,000 to #1,100 a bale in the course of four months.

#### SCHEDULE OF MEETINGS

Tuesday, December 5, at 1:00 p. m.: Regular meeting, Hemp Section.

Tuesday, December 5, at 4:00 p. m.: R. gular meeting, Board of Directors.

Thursday, December 7, at 5:00 p. m.: Regular meeting, Embroidery Section.

Monday, December 11, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, December 12, at 4:00 p. m.: R.gular meeting, Board of Directors.

Wednesday. December 13, at 1:00 p. m.: Regular meeting, Active and Associate mem-

Monday, December 18, at 1:00 p. m.: Regular meeting, Builders' Section.

Tuesday, December 19, at 1:00 p. m.: Regular meeting, Hemp Section.

Tuesday, December 19, at 1:00 p. m.: Rogular meeting, Board of Directors.

Tuesday, December 26. at 4:00 p. m.: Regular meeting, Board of Directors.

Wednesday, December 27, at 1:00 p. m.:

Regular meeting, Active and Associate members.

Tuesday, January 2. at 1:00 p. m.: Regular meeting, Hemp Section.

Tuesday. January 2, at 4:00 p. m.: Regular meeting, Board of Directors.

Thursday, January 4, at 5:00 p. m.: Regular meeting, Embroidery Section.

### TRADE OPPORTUNITIES

No. 25.

An importing and exporting firm in San Francisco, California, desires to negotiate with local lumber firms for the importation to the United States of Philippine hard woods and common lumber.

No. 26.

A firm in Toronto, Canada. manufacturers of cotton and silk underwear, desires to import Philippine embroidery, either in partly finished garments or "in the piece."

#### No. 27

A firm in St. Paul, Minnesota, desires to get into communication with a Manila firm to handle their line of bank and office supplies, advertising specialties and the Dow mechanical pencil.

### No. 28.

A firm in Toledo, Ohio, entering the man nufacturing field of radio apparatus of the most up-to-date types, desires to get into communication with someone in Manila with the purpose of handling their products.

### Chamber Suggests Plan for Connecting Railroad and Shipping

The following report on the development of the Muelle de la Industria and the connecting up of the Manila Railroad Company with interisland shipping, was adopted by the Board of Directors of the Chamber and transmitted to the Governor-General with the request that it be adopted by the government:

Lack of sufficient and proper berthing facilities in the river below the Jones bridge for interisland vessels is resulting in large losses, through delays and additional expense, to both shippers and ship owners. The Custom House has now been transfer-red from the location on the Muelle de la Industria to the South Port. It is suggested that the Muelle de la Industria now be opened up so as to permit the free movement of traffic from the Binondo Canal to the Farola, and that the space in front of the old Custom House now be utilized as a berth for interisland steamers. The receiving shed over the Muelle de la Industria at this point would assist materially in the receipt and delivery of cargoes from and to interisland vessels berthing at that location. There is no reason why this most valuable space on the waterfront should be reserved exclusively for the use of the Bureau of Supply.

"One of the great needs of the port for the handling of interisland cargoes is prop-er terminal facilities on the waterfront for the Manila Railroad Company for the transhipment of cargees from rail to interisland vessels and vice versa. A considerable por-tion of the rice consumed in the Islands now originates along the lines of the Ma-nila Railroad Company and the lack of nila Railroad Company and the lack of proper terminal facilities in Manila results in excessive charges for the storage, handling and transhipping of such cargoes to interisland vessels. It is therefore suggested that the lines of the Manila Railroad Company be extended up the waterfront on the north side of the Pasig river to the Binondo canal, thus making available the receiving sheds over the Muelle de la Industria in front of the old Custom House for the temporary storage and transshipment of cargoes for interisland ports, and also making possible along the waterfront rea-sonable facilities for the handling of cargoes to and from cars and lighters and warehouses."

It is understood that the Secretary of Commerce and Communications, to whom the report was referred by the Governor-General, has expressed himself in favor of its adoption.

### Maj. Anderson Reviews U. S. Business Situation.

Normalcy has not yet been reached in the United States but is coming closer every day, according to Active Member Wm. H. Anderson, president of Wm. H. Anderson and Company, the well-known local import and export house. Major Anderson has just returned from a six months' business trip to the United States during which he visited all parts of the country and had ample opportunity to view economic and business conditions from all angles and at first hand. Asked by the Journal to sum up his views, he gave out the following statement:

"In Europe everything is disorder. No one thinks of cooperation, except perhaps when it comes to denouncing America. This feeling in the outside world, together with the new prohibitive tariff recently created by Congress, makes the United States more or less isolated.

"The United States is living on a selfcontained prosperity. Due to strikes and other causes, there was a shortage of manufactured articles, so that with the adjustment of labor troubles in September, the country started out on the upward march. As soon as the country become: saturated with its own production, our prosperity will receive a setback.

"There is only one factor retarding production at present, namely labor. Right at this time demand for goods as well as labor exceeds supply in all branches of fundamental industries. A feverish activity exists, and at the rate of going, the scale between supply and demand should tip the other way by spring. Added to this difficulty will be probable strikes when the warmer months come around.

"It is clear that the United States has not reached normalcy. Liquidation has progressed satisfactorily in some directions, but there are many lines in which little adjustment has been reached.

"The farmer-and that applies to a class of 13.000,000-is receiving for his products from cne-half to one-third of the corresponding price of labor, transportation, etc. The cotton grower is the only agriculturist who does not suffer from this condition.

"Sudden announcements of prosperity are more generally the forerunners of inflation. Inflation appears to be the prospect in the United States. The struggle between classes and so-called 'blocs' will continue until they reach approximately a point of equilibrium, and at that time we should be in a position to start on the road to real prosperity."

### NEW MEMBERS

### ASSOCIATE

Thomas F. Loudon, Manila and Palawan Province

Earl T. Dayton, Calamba Sugar Estate.
John G. Russell, Export Department, Pacific Commercial Company, Manila.
C. H. McClure, Lingayen, Pangasinan.
W. A. Stopper, Appari Canada.

W. A. Stegner, Aparri, Cagayan.

#### U. S. POSTOFFICE IN SHANGHAI CLOSES JANUARY 1

Local businessmen should take notice that after January 1 the American post office in Shanghai will be closed and that letters and packages to that port must bear the regulation foreign (oriental) postage.

### International Bank Moves Into Pacific Building



General View of Lobby

On Monday, November 13, the International Banking Corporation office in Manila opened its new quarters in the Pacific Building, recently constructed jointly by the Bank and by the Pacific Commercial Company. The new quarters compare favorably with bank interiors anywhere in the world and are not surpassed in the Far East.

The International Bank offices occupy the ground floor and a special mezzanine floor designed for the bank's requirements. All-

The vaults are of massive and burglarproof construction, built as a separate unit and equipped with the latest and safest locking devices. There is a set of safe deposit boxes and larger depositories for more bulky valuables.

Cages for the tellers and other equipment are of the most modern design. The grill work is not too ornate and adds to the rich, dignified atmosphere of the whole premises. The manager's office is finished in tanguile

Sectional View of Main Banking Room

steel furniture has been installed throughout. It is of the Art Metal variety, specially designed, and finished in old mahogany. The walls are of durastone, a special preparation, and the ceiling of moulded plaster of Paris, presenting an artistic and pleasing design. Counters and seats are of Hauteville marble. The floor is built of Terrazo cloisonné with brass inserts.

paneling, stained an old walnut hue. Every possible convenience for customers has been installed.

The local branch of the International Banking Corporation was established in 1902 at 86 calle Rosario. Two years later the Bank took over the Guarantee Trust Company's Far Eastern branches and occupied the latter's quarters on Plaza Mo-

raga, where it remained until 1920, when temporary offices in the Masonic Temple were occupied pending the completion of the Pacific building.

Manager Stanley Williams has been with the organization 17 years, serving at varrious times in New York, London, Hongkong, Panama, San Francisco, Tientsin, Manila and Cebu, before assuming charge of the local office. He is a native of Maine and a graduate of Bowdoin College.

Murphy, McGill and Hamlin, of New York and Shanghai, are the architects. They were represented here by H. H. Keys, Major S. D. Rowlands, of Manila, being the resident engineer. Oscar Campbell, well-known local contractor and engineer, constructed the building.

The completion and final occupancy of the Pacific building by the Pacific Commercial Company and the International Banking Corporation mark a new forward step in Manila civic history. The building, constructed at cost of \*2.000,000, has a commanding location on the north bank of the Pasig close to the new Jenes bridge, and is a distinct and embellishing addition to Manila's ever-growing sky-line. It is in the heart of the downtown business district and is readily accessible by private vehicles and street car, the latter passing within a block and a half of the building.

### MAKES MANILA CENTER FOR MARKET NEWS DISTRIBUTION

The organization of a new market quotation distributing service was described at the luncheon of the Chamber on Wednesday, November 1, by Hobart C. Montee, vice president of the Commercial News Service of San Francisco, which is now completing its Far Eastern arrangements. Mr. Montee is appointing correspondents at all important commercial centers in the Far East. J. B. Jonsen of the Mavila Times will represent the organization in Manila.

will represent the organization in Manila.

Besides gathering commercial data and quotations abroad, Mr. Montee stated, the Commercial News Service will distribute American quotations, with Manila as the general distributing center for the Far East for outgoing quotation. He claimed that the service of his company will be cheaper than private wires and just as reliable. Mr. Montee said his company had chosen Manila as a distributing center because of its central location with reference to all the markets of the Far East. From here the market news will be sent to the United States by naval radio.

The longest distance over which radio communication has been established at sea is over 7,000 miles. Last February the Munson liner American Legion picked up a radio message at Buenos Aires from the Buckeye State, which was then approaching Honolulu.

The sixth international exhibition of rubber and other tropical products will be held in Brussels. Belgium, in April, 1924, at the same time as the fifth commercial fair of Brussels. Inquiries should be addressed to Miss Edith A. Browne, 43 Essex Street, Strand, London.

The largest locomotive outside of the United States is owned by the Peking-Sui-yain railway in China.



**EDITORIAL OFFICES** 

### American Chamber of Commerce

2 CALLE PINPIN

P. O. Box 1675

Telephone 1156

As the official publication of the American Chamber of Commerce of the Philippine Islands, this JOURNAL carries authoritative notices and articles in regard to the activities of the Chamber, its Board of Directors, Sections and Committees. The editorials are approved by the Board of Directors and, when so indicated, other articles are occasionally submitted to the Board for approval. In all other respects the Chamber is not responsible for the ideus and opinions to which expression is given

Vol. II

December, 1922

No. 12

#### THE TARIFF AND THE PHILIPPINES

Details of the new United States tariff bill would indicate that exporters of Philippine goods have every reason to be gratified. The most far-reaching advantage accrues to the sugar-growers, the tariff having again been increased 10% on this staple. The duty on Cuban sugar, as against foreign sugar, has thus been again raised, thus giving the local sugar people an additional advantage. While the 225,000 tons produced here annually are but a small portion of the American consumption, the industry is one of the largest in the Islands and was sorely in need of assistance.

Another industry benefited by the new tariff is a comparatively new one, that of manufacturing desiccated or shredded coconut. Already capitalists are engaged in developing this industry, which until now has been dormant. The increase of  $1\frac{1}{2}$  cents a pound on the coconut meat after it has been put through certain processes of manufacture, and the imposition of a tariff of one-half cent per nut are factors that offer big possibilities to capital interested in this business. The duty on coconut oil of two cents has been continued, although copra still remains on the free list.

The increased duties will also benefit the embroidery industry, in which the rates were raised as high as 50% in some cases under the new tariff. An effort was made to permit the use of 50% foreign material instead of 20%, the present limit, for free entrance from the Islands, so as to stimulate the manufacture of silk and linen articles, but this effort failed. Nevertheless the advantage for the common cotton varieties of embroidery is considerable.

Reed furniture and other articles made of similar material should be exported in larger quantities now that the duty has been raised on them, while local wrapper tobaccoes enjoy an additional advantage of 25 cents gold a pound.

These are some of the principal tariff increases that should affect Philippine commerce favorably. On the whole the new tariff, however objectionable it may be from other standpoints, certainly works out to the benefit of Philippine trade and industry.

#### INTERISLAND SHIPPING RATES

Complaint has been constant that interisland shipping rates in the Philippines are exhorbitant. The rate on hemp from Davao to Manila has been so high, for example, that one American planter, in cooperation with an American steamship line, has contracted to load a boat there direct for the United States. At this writing the result of the experiment is not known. At any rate, it shows a serious condition as to interisland freight rates that should be remedied.

The government has a Public Utility Commission consisting of one Public Utility Commissioner. He has a very limited appropriation at his disposal and his staff is ludicrously small. It would be a physical impossibility for him to perform all the work necessary for a proper evaluation of properties and determination of rates. Moreover, this is a task that requires expert technical knowledge or advice. It might be advisable to increase the membership of the Public Utility Commission so that it may include at least one or two businessmen with practical experience in shipping.

Those who are in a position to know declare that the present law providing for the regulation of interisland rates is not at fault. The weak point seems to be lack of adequate provision for properly administering the law. No law, however wise or good can work properly unless it is adequately administered. A government of laws without men is as undesirable as a government of men without laws. Interisland shipping rates are not likely to be readjusted on a fair basis until the Public Utility Commission is reorganized with sufficient funds and personnel to do the work expected of it.

The fact that trans-oceanic lines are beginning to send their vessels to hitherto unexploited ports for direct cargoes is a sign that augurs well for a reduction of interisland rates. Owners of interisland vessels may be compelled to reduce rates in order to meet the direct competition of American ships in the Philippine-United States trade.

#### PROVINCIAL BANKS

Attorney E. G. Turner of Pangasinan in his recent talk before this Chamber turned public attention to a situation that cries for a remedy. We refer to the lack of provincial banking institutions. Whether these institutions should be branches of a central bank in Manila or whether they should be purely local enterprises is a problem that will have to be worked out in accordance with local conditions. Probably the first provincial banks will have to be established by larger institutions in Manila as the necessary local capital and personnel for such enterprises is lacking in a vast majority of cases. Mr. Turner's own experience with the Pangasinan Bank was a very gratifying one and the fact that this institution closed its doors was not due to the organizers or any fault of organization but to the Philippine National Bank. which forced the issue and took over the Pangasinan Bank to establish its own branch.

A country's economic progress can be accurately gauged by the number of banks that spring up in the rural districts, and these banks in turn are important factors in further progress. In fact they constitute the backbone of business and industry. Beyond a few branches of the Philippine Bank in the largest provincial centers, there are no provincial banks in the Islands. Hence there is no great stimulus to local business such as arises from the presence of a banking institution which finances persons and firms of established reputation and character. Agriculture, the mainstay of Philippine economic prosperity, is the greatest sufferer from lack of banking facilities in the provinces.

Mr. Turner has advanced a plan which is receiving the serious study of an expert committee of this Chamber. Doubtless this will result in valuable suggestions for the realization of this much needed reform.

#### GETTING DOWN TO NORMAL

While on the surface, business conditions are not much changed from what they were a year ago, the customs figures tell an elequent story of improvement and returning normaley. We are exporting and importing more and the balance of trade has a decided tendency to come on the credit side of the ledger. There can therefore be no doubt of the fact that fundamental conditions are improving.

The two or three fat years made such a strong impression upon the business community, that unconsciously many business men incline to regard them as normal, whereas they should be discounted entirely and a lower standard of business volume and returns adopted. It is very unlikely that those boom times will return for a long period to come, unless the world undergoes another social, economic and political upheaval such as was occasioned by the late World War.

Let us get down to cases and adjust ourselves to the changed status of affairs, a status that in all probability more nearly approximates normal conditions for years to come than the inflated period during which values rose and profits soared to immoderate heights. The millenium is never expected to materialize but we reached what might very reasonably be considered a business millenium in the golden days of 1918, 1919 and part of 1920. Such times will not return and we might as well take that for granted. In the meantime we are approaching a normal state of affairs without realizing it. For all we may know, normalcy has already arrived.

#### YOU NEVER CAN TELL

When this Chamber was very young one of the first provincial members to join it was a merchant in Naga, Camarines Sur. He did so only after long deliberation—the practical reasons for joining seemed nil to him, and he finally joined out of patriotic motives, as an American.

Months and years passed. This provincial member paid his dues regularly, but every time he did so he had a feeling that he was donating to a species of charity, that he wasn't getting the worth of his money.

A few months ago the shipping strike broke out. Interisland mails were stopped. This meant much to our provincial member. He depended upon certain Manila quotations and market reports to carry on his business in a proper manner. Without this information, he was lost—he stood to lose much money—he had to operate in the dark. He had no one in Manila who could give him the information he desired in the way he desired it. Finally an inspiration seized him. He would wire the American Chamber of Commerce. And he did.

The information came through as requested—timely, accurate and terse. It was just what he wanted. He carried on his business without a hitch, despite the shipping strike. The Chamber had saved him perhaps thousands of pesos. He was duly grateful and the next time he came to Manila, which was last month, he stopped in and expressed his appreciation. Membership in the Chamber, he said, was the best investment he had made in the Philippines. He was glad he was a member and wanted others to know why. So he told the editor of the Journal. Hence this editorial.

Lest anyone think this is a fairy tale, we'll give you the gentleman's name. It is Joseph Strittmatter, and he has no objections to its being used.

The motto: You Never Can Tell.

#### PRICES IN MANILA

Doubtless prices of every-day commodities in Manila are somewhat higher than they are in the United States. Yet the average man or woman does not stop to consider why this must be so. Only too often is the complaint heard that this or that merchant is a "robber" because he charges a little more than the States price for an article. Yet, if the matter is analyzed thoroughly, it will be found that the Manila merchant makes a smaller net profit on his goods than the United States merchant.

Distance from the source of supply is a very important factor in merchandizing. In business it means time, and time means money. The merchant who buys his goods in the United States or Europe must pay interest on the money invested in his goods from the time he places the order until the arrival of the goods some months later. Moreover, he must anticipate the demand and therefore stock up heavier than the United States merchant. A larger proportion of his goods remains on his shelves unsold. He cannot instantly respond to the changing demands of his customers, as the merchant at home can. On top of this adverse factor comes the climatic influence, which tends to cause a more rapid deterioration of many classes of goods than is the case in the United States. A larger percentage of loss is thus brought about.

Overhead costs are also greater here. Rents in the more desirable retail sections are very high. Caucasian help is expensive and native help not cheap. In this connection the effect of the climate upon human efficiency plays an important part. Moreover, higher prices than in the United States must be paid for all supplies bought locally.

Another factor in the local price situation is the matter of

credits. The chit system is universal and its evils have a considerable effect upon losses through bad debts. There is no means of accurately determining individual credits expect by experience; and experience is always a costly teacher. Then there is the one per cent sales tax on all business done.

These are some of the adverse factors that go to make the cost of conducting business in the Philippines greater than in the United States. Hence prices to the ultimate consumer must be higher. The wonder is not that they are so high but that they are not higher, considering all the difficulties and extra charges that must be met by the average Manila business man.

#### THE SILK INDUSTRY

After listening to the interesting talk on the possibilities of a local silk industry at one of our recent Wednesday luncheons, one cannot help but be enthusiastic over the future of the industry in the Islands. Dr. Banks has studied the matter for more than a decade and he is an authority on some of the scientific phases of silk production, particularly those having to do with the raising and development of the insect upon which the industry absolutely depends.

If, as Dr. Banks seems to have definitely concluded, a species of silk worm exists in these Islands which can yield eight crops of cocoons a year, as compared with the one or two crops obtained in neighboring countries. the Islands would appear to have a considerable advantage that should more than offset higher labor costs and lack of skilled workers. Moreover, considering the immense quantities of raw and manufactured silk used by the United States—totaling over half a billion pesos annually—the financial potentialities loom up in startling proportion.

Silk is only one of the many products that the Islands can produce but which are as yet unexploited. In our next issue we shail print an article prepared by Mr. F. A. Whitney on Minor Products of the Philippine Islands in which these products are dealt with at considerable length and from a practical standpoint. Dr. Banks has also promised to write an article on the possibilities of the Philippine silk industry for the next issue of the Journal, the annual number.

It seems reasonable to assume that such possibilities of development cannot remain long without the requisite capital and enterprise back of them to transform them into realities of more than minor importance in the economic progress of the country.

### INTERNATIONAL CHAMBER OF COMMERCE MEETING

The Second General Meeting of the International Chamber of Commerce, which is to be held in Rome, Italy, March 18-24, 1923, has set for itself a tremendous task.

The existent conditions throughout the world today, both from a financial and industrial point of view, need expert attention. Business leaders of all countries have shown a great realization of this need through the recent efforts of the Genoa and Hague Conferences.

Through committees, composed of business leaders in practically all the countries of the world, the International Chamber has for two years studied the barriers to international trade. It has already done much to eliminate racial misunderstandings and existent obstacles. Many of the activities of these important committees will come to a head at the Second General Meeting. The opportunity offered to the business men of America to be present and participate in deliberations upon these important phases of the world's financial rehabilitation is one which should not be overlooked.

### OUR ANNUAL NUMBER

The January issue of the Journal will be an Annual Number, reviewing the year in commerce and industry and containing some special articles of more than ordinary interest written by those thoroughly acquainted with facts and conditions. We would suggest to our regular readers that they obtain extra copies to be sent to friends in the United States or other countries. We hope to make it an issue out of the ordinary and decidedly worth reading.

### CHINA BANKING CORPORATION

Incorporated under the laws of the Philippine Islands

90 ROSARIO

Authorized Capital Paid-up Capital and **?** 10,000,000

Reserve, over -

5,000,000

Offers its services to all reputable importers and exporters. We intend to foster business of this nature in every possible way and are in an exceptionally favorable position to do so.

Our terms for financing imports and exports are liberal consistent with safety

Before buying or selling your exchange let us quote and convince you that our rates are usually the best offering.

E. E. WING, Manager.



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### Philippine Acetylene Co.

281 Calle Cristobal MANILA

### Review of Business Conditions For November

#### THE UNITED STATES

"Economic normalcy" is in sight, according to an announcement made by the Department of Commerce in Washington on November 23, and some news developments of the month would seem to bear out this contention. Early in November the Department of Labor announced that employment increased during October in 12 out of 14 major industrial groups, while a few days later the U. S. Steel Corporation's unfilled orders were given as 6,902,000 tons on October 31, compared with 6,601,607 tons on September 30. October consumption of cotton was about 40,000 bales in excess of October, 1921.

All is not rosy in the outlook, however, as we note a serious and growing car shortage, according to the Railway Age, in fact the largest in the history of the country. The conference between the bituminous coal miners and the owners which met in Chicago the middle of last month to settle the wage question, adjourned until December 6 without coming to a decision. Cotton showed a slump on November 16, breaking \$5 a bale in New York.

A good wheat crop is in sight, according to an Associated Press dispatch from Ottawa, which estimates the United States production at 810,000,000 bushels as against 388,772,000 bushels from Canada.

On November 21, President Harding addressed the special session of Congress, called by him for the purpose of passing the Ship Subsidy bill. He pointed out that the amount needed would be only about \$30,000,000 a year while the present losses through the Shipping Board amounted to \$50,000,000 annually. Last reports were to the effect that the bill was virtually sure of passage, the final vote having been scheduled for November 29.

The elections, held on November 7, resulted in large Democratic gains, though control remained with the Republicans in Congress. The latter have 225 out of 435 votes in the lower House and 52 out of 96 this in the Senate. This is a Republican loss of 74 votes in the House and 7 votes in the Senate.

The Pacific Westbound Conference agreed to end the rate war on the Pacific, while several railroad companies filed applications for a reduction of rates on trancontinental business. Three of the 14 trans-Pacific lines, however, are not in the agreement on standard rates on the Pacific, two of these being Japanese and the other the Canadian government merchant marine. The Conference will open again at Vancouver on January 8.

The Federal Treasury seems to be faring well with the rapid liquidation of back taxes. Great Britain made a \$50,000,000 interest payment on her war loans and the United States war debt of \$26,506,000.000 was reduced to \$22,812,000,000. Secretary Mellon announced that \$625,000,000 worth of War savings certificates issued in 1918 would be redeemed on January 1. Import taxes for the present fiscal year were estimated at \$445,000,000.

Ex-Premier Clemenceau of France stir-

Ex-Premier Clemenceau of France stirred up a hornet's nest during his visit to the United States by saying some rather harsh things about the conduct of the United States during the war. Senators Borah and Hitchcock launched strong rejoinders against the "Tiger."

### REVIEW OF THE HEMP MARKET

By H. FORST,

Vice President and General Manager,

Macleod & Co., Inc.

Our present review covers the period between October 23 and November 20. Recipts during that time were almost exactly the same as during the previous month, namely 119,000 bales. Shipments again exceed receipts by roughly 14,000 bales, and Manila and Cebu stocks have in consequence been reduced by that amount, and on November 20 are reported to amount to 156,000 bales, which compares with 273,000 bales at the same period last year.

While there has been a steady movement of hemp throughout the month, prices both locally and in the consuming markets have practically remained stationary, with the possible exception of higher grades, which, owing to their scarcity, command a premium. As we predicted in our last report. America will continue to consume large quantities of medium grades as long as present prices are maintained, and statistics below conclusively show this.

There has been no change in freight rates; but beginning December 1 the rate on hemp shipment via Pacific will be increased from \$1.00 per bale to \$1.25.

The Governor General has issued an Exececutive Order creating an Arbitration Advisory Board, of which the head of the Fiber Division of the Burcau of Agriculture is chairman. If properly administrated, this Board should be of immense value to all those interested in the hemp trade.

A bill has been introduced in the Senate proposing to abrogate the fiber grading law. We have reason to believe that the leading exporters—with the possible exception of one or two—are either against the present law or have reached a stage of indifference where they do not care whether the law is abolished or continued.

Below we give our usual statistics:

#### SHIPMENTS

To         Bales         Bales         Bales           Atlantic Coast U. S.         330,835         99,567         30,121           Pacific Coast U. S.         285,125         150,136         30,981           U. K.         279,952         199,551         43,325           Continent         84,280         58,950         7,205           Japan         175,911         143,718         15,570		1922	1921	Oct. 23 to Nov. 20 1922
Parific Coast U. S.     285,125     150,136     30,981       U. K.     279,952     199,551     43,325       Continent     84,280     58,950     72,955       Japan     175,911     143,718     15,570	To	Bales	Bales	Bales
U. K.     279,952     199,551     43,325       Continent     84,280     58,950     7,205       Japan     175,911     143,718     15,570	Atlantic Coast U. S.	330,835	90,567	30,121
Continent	Pacific Coast U. S	285,125	150,136	30,981
Japan 175,911 143,718 15,570	U. K	279,952	199,551	43,325
	Continent	84,280	58,950	7,205
	Japan	175,911	143,718	15,570
Australia 20,024 23,971 2,356	Australia	20,024	23,971	2,356
Elsewhere and Local 37,199 44,981 3,375	Elsewhere and Local	37,199	44,981	3,375

Total Shipments Jan.
1 to Nov. 20.... 1,213,326 711,874 132,933

Receipts: Oct. 23 to Nov. 20, 119,409 Bales. Shipments: Oct. 23 to Nov. 20, 132,933 Bales. Stocks: Nov. 20, 155,884 Bales, against 273.067 in 1921.

NOVEMBER SUGAR REVIEW
By WELCH, FAIRCHILD & Co., INC.

New York Market: During the month under review, the New York market has been quiet, but prices for nearby positions have been maintained and futures have slowly but steadily advanced. Sales commenced at 3% cents, c. and f., for prompt shipment, and continued at this price until

a few days ago, when the price advanced to 3% cents c. and f. Latest advices are to the effect that sellers are now asking

4 cents, c. and f.

In view of the limited supplies available. a strong market is looked for when the refineries commence buying their requirements for next month. A number of centrals were expected to commence milling this month, but their operations have been delayed owing to a long spell of unfavorable weather. The effect of this will be to strengthen the possibility of a strong market until the end of the year, as, owing to the delay in commencement of milling operations the quantity of pays great the layer that the strength of the possibility of the great that the strength of the possibility of the great that the strength of the possibility of the great that the strength of the great that the strength of the str operations, the quantity of new crop stocks that will be available until the general commencement of miling in Cuba will be restricted. The general commencement of milling will not take place until January.

There have been transactions on a moderatc scale in new crop Cuban sugars. Europe having bought for shipment early next month at the quivalent of 3.18 cents, f.o.b. Cuba, and U. S. refiners at 3-5/16, c. and f.
The range of quotations for futures on

the exchange during the month under review has been as follows:

	J	an.	Mar.	May
High		3.74	3.50	3.62
Low		3.30	3.16	3.29
The latest quotations ceived are	re-			

Local Market: A few days ago advices were received of a sale of Philippine Centrifugals due to arrive in the first half of December at 5% cents, landed terms. This

December at 55% cents, landed terms. This is the highest price that has been obtained this year for Philippine sugars.

There has been very little doing in the lead market owing to the stocks of old crop Muscovados and Centrifugals being practically exhausted. A few transactions in new crop Centrifugals are reported at prices ranging from #12.50 to #12.75 per picul, first cost for early delivery.

There has here a general commencement

There has been a general commencement of milling throughout the Islands and by next menth practically all of the centrals

will be milling.

The latest estimate of the Philippine crop is 240,000 tons of Centrifugals and 45,000 tons of Muscovados, and if these estimates are realized, as well as the prespects for good prices for sugar next year, the sugar industry will have gone a long way towards overcoming the difficulties following the slump of sugar in 1920 and will soon be on

a sound basis once more.

Javan Market: The Javan market, like the New York market, continued quiet for the greater part of the month under review, but a firmer and better tone has been evident lately, owing principally to an imrecent latery, owing principally to an improvement in the demand from India. Latest outstions to hand are for Superiors for December delivery Gs. 13, for January delivery Gs. 13%, these prices leing ex-warchouse. There have been sales of Superiors for June/July delivery at Gs. 12% and of Browns for July/August delivery at Gs. 111/4.

### COPRA AND ITS PRODUCTS

By E. A. SEIDENSPINNER Manager, Willits and Patterson, Ltd.

Manila, November 27, 1922.

The copra market has been active during the month of November, and we believe that the month of November, and we check the month will close with prices approximately #1.00 per picul higher than the October levels. At this writing the market is firm at #11.00 to #11.25 for fully dried copra. The arrivals of copra at Manila have diminished considerably as compared



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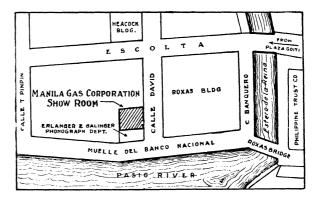
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T. ISOBE

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with October, and will probably be less than 275,000 piculs for the entire month. Latest advices from London show that the market is firm at £24-5-/ for Cebu sundried, as against the United States bidding 4% cents to 4½ cents, c. i. f. West Coast ports, for Fair Merchantable, Manila.

Considerable quantities of oil which have had a depressive effect on the market changed hands during the month, resulting in renewed activity manifested by smaller buyers. Latest advices show business being done at 7% cents to 7% cents, f. o. b. tank cars West Coast, with the corresponding differential for East Coast trading. The total shipments from Manila for the month will reach approximately 9,000 tons.

There have been no changes in the copra cake market either in Europe or the United States during the month of November. Quotations from these sources being £6-10-/and \$24.00 respectively. Local prices have eased off as the mills balanced their oversold positions taken on earlier in the year and business can be done at #39.00 to #40.00 per metric ton, ex-warehouse.

### THE RICE INDUSTRY By PERCY A. HILL

The coming rice crop promises to be a bumper one in the Luzon plain, due to the favorable weather prevailing during the last thirty days—upon which factor depends the harvest of this region.

In spite of forecasts which predicted a decrease of from six to nine million cavans, the actual decrease will be little less than that of last year's crop, this decrease being mainly in the southern provinces and the Visayas. Prices for the unhulled product (palay) per cavan are keeping steady in the buying terminals, but may decrease as soon as the bulk of the crop comes upon the market. The recent heavy rains in the northern part of the plain may cause the harvest to be later than usual, especially in northern Nueva Ecija and Pangasinan.

The principal factor governing prices at present is that of transportation. Below are the figures as given by the Bureau of Agriculture in relation to this factor and which vitally affect not only the rice grower but the consuming public.

### Harvest of 1921-1922

In the above instance, although Nueva Ecija produced nearly a million cavans more than Pangasinan, yet the latter province received ever two million pesos more for its product. Still more marked is the discrepancy in price in Iloilo which is an advance of almost 40% due to transportation charges against the rice selling centers of the Luzon Plain, of which interisland freights take the greatest toll, although the Manila Railroad freights are still on a war-basis.

Retail prices of palay in the municipal markets vary from 13 centavos per liter in Isabela and 9.1 centavos in Abra, to 3.4 centavos in Nueva Ecija and 3.1 centavos in Tarlac. There is something radically wrong with the distributing and transportation agencies when one or two hundred kilometers of distance produces such wide discrepancy in prices.

Nueva Ecija again led in high production, having an average yield of 42.22 cavans per hectare, as against the whole Philippines of 24.79 cavans per hectare.

The general average for the Archipelago was even lower than in former years. In view of the above factors, the question naturally arises: Is it more profitable to produce rice in those regions favored by high prices and which are not self-sustaining from their provincial crops? If prices as tabulated by the Bureau of Agriculture mean anything, it would certainly appear so, as the price quoted in the municipal markets of Isabela was #9.75 a cavan while this price was only #2.85 in Nueva Ecija, 150 kilometers away, and #2.25 in Tarlac. Unless some rectification in transportation factors is forthcoming it would appear that those who produce the cereal in volume receive such discrimination that it will only be a question of time when they will turn to other crops.

#### TOBACCO REVIEW

By LOUIS McCALL
Manager, El Oriente Factory

Recent advices from the United States are to the effect that owing to the advance in the cost of raw tobacco and the wage increase made to cigarmakers as an inducement to labor to engage in the cigar making industry, manufacturers are finding it exceedingly difficult to supply the demand for cigars to retail at 5 cents.

The result of this shortage in the American domestic supply is naturally being reflected in the demand for 5 cent Manilas, with the result that the local cigar industry has within the short period of three months changed form a state of semi-stagnation to a condition resembling the glowing boom days of 1919.

Every few days a new factory is being opened in or near Manila and slowly but surely the chaotic labor conditions which applied in the tobacco industry at the time that the bubble burst in 1920 are returning. As an example, the advance in the wage schedule demanded by the Malabon workers was practically conceded without a murmur from the manufacturers. It is perfectly true that they compromised on a wage which was 50% of the advance demanded, but 50% was all that labor expected to hold out for, when they first threatened to strike.

Advices from the Cagayan Valley indicate that a buying fever is epidemic in that section. Prices, uno con otro, have steadily advanced until they are now reigning as high as †25 per quintal, according to the latest quotations. While these prices are probably being paid only for the choicest parcels they are bound to be reflected in the prices being paid for the inferior lots as well. True, the present crop is very small, which would necessarily have an effect on the price; but while it is impossible to get any absolutely correct information on the quality, it is reported that it will run mostly to the medium and inferior grades, which do not warrant the prices being paid.

Over twenty million cigars were exported to America during October. November shipments will undoubtedly be in excess of this by at least  $20\,\%$ .

### REAL ESTATE

By P. D. CARMAN
Manager, San Juan Heights Addition

manager, San Juan Heights Addition

Sales for October-November took another drop and totalled \*\*746,545 as against \*\*812. 464 for the month before. They were greater, however, than the sales for all the

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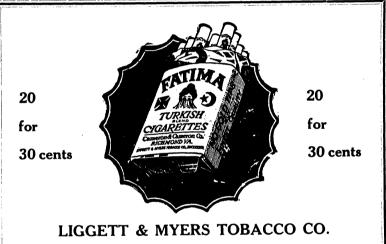
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months of the year up to July and larger than those for August. As a whole, the market has shown a substantial improvement as compared with the first part of the present year and the whole of last year. The figures follow:

### Sales, City of Manila

. , . , .		
	Sept. 21	Oct. 21
	to	to
	Oct. 20	Nov. 20
Santa Cruz	<b>#203,277</b>	<b>#264,699</b>
Sampaloc	146,101	125,524
San Nicolas	135,500	105,091
Tondo	96,051	15,701
Malate	86,185	105,451
Binondo	5,000	
Paco	7,900	10,500
Quiapo	44,950	73,450
Ermita	38.500	29,090
Sta. Ana		1,008
Intramuros	49,000	12,416
Pandacan		3,205
San Miguel		500
Sun Miguel		
Total	812,464	746,545
January	₹657,0	012
February		
March		
April		
May		
June		
7.1	COO.	

#### AUTOMOTIVE REVIEW

July

October

By GRIFFITH M. JOHN
Automotive Dept., Pacific Commercial Company

August ...... 1,040,814 September ..... 812,464

692,891

746,545

Considerable excitement has been created among m.t.rists in the Philippine Islands due to the arrival of 1923 model cars with their remarkable mechanical improvements and new refinements in body lines and finish. With these new automobiles being offered at lower than pre-war prices, there promises to be a revival of the motor vehicle trade, which has been practically stagnent for the past twelve months. The revival is already being reflected in motor vehicle registration reports and local dealers are decidedly optimistic in regard to their future business.

The heavy demand for solid tires during the past two months indicates that a large numter of trucks have been taken out of storage and put into use. There will be an increased demand for trucking and transportation units with the improvement of general business conditions and the extension of our public highway system.

There have been few sales of commercial cars during the past six months, with no noticeable increase at present.

The present increased demand for both pneumatic and solid tires is greater than anticipated by tire distributors, resulting in a shortage in local stocks of standard makes. Despite this condition, tire prices have recently been reduced to a level lower than at any time during the recent past.

In general, the outlook for the automotive trade is promising, as the public has never before been offered such exceptional car values at the present attractive prices.

In the location of belted shafts, care should be taken to secure a proper distance between them. As a general rule, where narrow belts are to be run over small pulleys, 15 feet is a good distance. For wide belts on larger pulleys the distance should be about 25 feet.

#### RECENT INCORPORATIONS

#### DOMESTIC

October 25, 1922

SARTORIAL ACADEMY OF THE PHILIPPINES, Manila; stock #5,000, subscribed #5,000, paid up #1,250. Directors: Vicente Bernardo, Luis Almonte, Marcos Lansangan, Tomas Gutierrez, Juan Pili (treasurer).

ASTURIAS SUGAR CENTRAL, INC., Manila; to operate in Capiz and Iloilo; capital stock #2,000.000, subscribed and paid up #1,000,000. Directors: William T. Nolting, Juan Garcia, Rafael Moreno, Gregorio Araneta, Ramon Zaragoza, Aurelio Ramos, Edward B. Ford. Treasurer: Domingo Garcia.

#### October 31, 1922

ROSEL LABORATORIES, INC., Manila; capital stock #1,000, subscribed and paid up #500. Directors: Jose F. Dimayuga, Antonio G. Llamas, Roselina E. Engkiko (treasurer), C. Elbo Tobias, Agapito Tuazon.

#### November 8, 1922

UNION CHURCH HALL, INC., Manila; to establish, operate and maintain a housing and training institution, eleemosynary in character, for the care and education of minor girls of American-Filipino parentage, etc.; no capital stock. Directors: Vera T. Ammen, Mary E. Polley, Harriet E. Lyons. George H. Seaver, D. H. Lawson, D. C. Whittinghill, John B. Ferguson, Susie M. Butts, C. S. Salmon, J. F. Boomer.

#### November 14, 1922

OLIVEROS Y COMPANIA, INCOR-PORATED, Manila; toilet and dental articles; capital stock #49,000, subscribed #9,-880, paid up #3,368. Directors: Antonio M. Oliveros, Arsenia Tambunting. Dionisio Fetalvero, Fernando Joven (treasurer), Alejandro Oliveros.

### November 16, 1922

CABANATUAN MASONIC TEMPLE ASSOCIATION, Cabanatuan, Nueva Eciia; capital stock †25,000, subscribed †6,650, paid up †3,530. Directors: Felino Cajucom, Fernando Busuego, Jose V. Buenaventura (treasurer), Simplicio Ocampo, Juan Suva.

#### November 20, 1922

NEUSS, HESSLEIN CORPORATION, Manila; general merchants, importers and exporters: capital stock #1,000,000, subscribed #200,400, paid up #50,400. Directors: A. G. Kempf (treasurer), W. C. Planz, James Traynor, R. E. Terry, D. C. Johnson.

#### November 21, 1922

THE CAVITE AMUSEMENT COM-PANY, Cavite, Cavite, P. I.; cabaret: capital stock #200,000, subscribed and raid up #60.100. Directers: O. E. Hart (treasurer), Edward Gallaher, J. E. Grant, J. Hodges, L. Fontaine.

A new high explosive called brazilite, which it is claimed does not give off gases prejudicial to the operator, has been discovered in Brazil.

The Japanese population in the leased territory and consular districts of Manchuria, according to the Dairen Chamber of Commerce, is 125,222.

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#### WITH THE CHAMBER'S SPECIAL SECTIONS

Only one meeting of the Special Sections was held during the month, namely that of the Hemp Section on Tuesday, November 7. the Hemp Section on Tuesday, November 7. The following members were represented: Macleod and Company, by H. Forst; International Harvester Cempany, by J. C. Patty; Tubbs Cordage Company, by H. L. Heath; Portland Cordage Company, by H. L. Heath; Pacific Commercial Company, by L. J. Francisco; Columbian Rope Company, by H. H. Boyle; Hanson and Orth. by N. M. Salceby; and H. L. Heath.

Mr. Salceby reported that the government

Mr. Saleeby reported that the government would allow dealers to bale small lots of hemp without petates and bejucos and ship it as an experiment. It was suggested that each member go ahead on his own account and that the matter be taken up again when the reports come back.

The proposed repeal of the fiber law was discussed at length, and the consensus of opinion was that in case the law is repealed the old way of marking hemp should be adopted.

A resolution was adopted to the effect that the Section is of the opinion that bailing charges for hemp should be climinated entirely.

The following resolution introduced by

Mr. Boyle, was adopted:
"Resolved, that the Board of Directors be advised that it is the consensus of opinion of the Hemp Section that the recent bill as introduced into the Senate, increasing the sales tax from 1% to 1½%, should be taken up by the Board of Directors of this Chamber and the Chamber as a whole, and that in the event that favorable action is taken by this Chamber, the other Chambers be requested to act on the same matter, to prevent the increase in the 1% sales tax to 1½% as provided by the bill introduced into the Senate; and that in the event that the bill does go through, no products of the country exported from the Islands should have the additional sales tax imposed upon them."

#### THE SECRETARY

If he writes a letter, it is too long; if he sends a postal, it is too short.

If he edits a pamphlet, he's a spendthrift, If he goes to a committee meeting, he's butting in; if he stays away he's a shirker.

If the crowd is slim at a meeting, he should have called the members up; if he

calls them up, he's a pest.

If he duns a member for his dues he is insulting; if he does not collect them, he's crazv.

If an entertainment is a howling success, the committee is praised; if it's a failure, the secretary is to blame.

If he asks for suggestions, he's incompe-

tent; if he doesn't, he's bull-headed. Ashes to ashes.

Dust to dust; If others won't do it. The Secretary must. -Southern California Business,

The spring census of 1922 showed the population of Peking to be 1,133, 541, of whom 738.682 were males and 394,859 females.

### WITH THE BOARD OF DIRECTORS

Tuesday, October 31, 1922.

Present: Directors Eiser, Gaches, Green, Pond and Beam.

Applications for Associate membership of Thomas F. Loudon, Earl T. Dayton and John G. Russell were approved.

Resignation of Associate Member Stanley Rosedale was accepted.

A letter from the New York Chamber of Commerce requesting approval of the pro-posed Federal Arbitration Law and Commercial Arbitration Treaties was referred to each member for study and report at the next meeting.

The Sccretary reported that the Hemp Section had eliminated from its by-laws the provision requiring membership in the Chamber for a period of three years for

membership in the Section.

The following resolution was adopted and copies ordered forwarded to the Philippine Chamber of Commerce and the Manila Chamber of Commerce for their approval:
"That the government of the Philippine Islands be requested to prohibit the expor-

tation to any other points in the world outside of the United States or its possessions, of abaca plants, suckers, seeds, root sections, or any other parts of the plant from which the plant may be grown."

Director H. B. Pond and A. W. Beam were appointed members of the Publicity

Committee in place of the two absent mem-

The resignation of Director Simon Feldstein, who is absent in the United States for an indefinite period, as Treasurer of the Chamber was accepted, and Director S. F. Gaches was elected Treasurer.

The committee consisting of Directors Pond and Feldstein, which considered the

The committee consisting of Directors Pond and Feldstein, which considered the request of Mr. Cresap for approval of his recommendation to the Governor General for connecting up the Manila Railroad with the Port District, submitted its report, recommending that arrangements be made, with approval of the proper authorities, between the Manila Railroad Company and the Manila Flectic Company for the trans the Manila Electric Company for the transfer of cars at night over the street car tracks to the Port Area. The recommendation was approved and ordered forwarded to the Governor General.

The matter of terminal facilities from the Manila Railroad to connect up with interisland shipping was taken up and the suggestion was made that the railroad be extended to the Binondo canal and that a street be opened up in front of the old custom house leading to docking space for in-terisland steamers along the waterfront. Mr. Pond was requested to look into the

matter and submit his report at the next meeting of the Board.

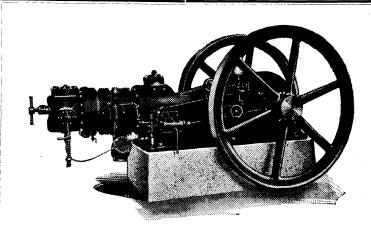
A copy of a letter from Judge C. D. Johnston to Attorney Fred Fisher was read, recommending that Section 447 of Act 190 be so amended as to make it possible to take out execution upon a judgment at any time within ten years without the necessity of instituting a special action for the purpose, and that the functions of provincial sheriffs be performed by provincial treasurers and their assistants. After consideration, it was decided that a communication be addressed to the Governor General, the President of the Senate and the Speaker of the House, recommending that provincial treasurers be designated as provincial sheriffs and that municipal treasurers be designated as dep-

uty sheriffs.
The following resolution was passed:
"That the Board of Directors of the American Chamber of Commerce congratulates

the Governor General on and expresses its appreciation of his first message to the Legislature, and pledges the support of the Chamber in carrying out the legislative pregram therein contained."

A resolution was passed recommending that "for the purpose of developing the Port of Manila as a distributing center, the present sales tax of 1% be removed as to sales of imported goods when the same are re-exported." It was reported that Jacinto Hermanos desired to sell to the Chamber the Hotel Mignon property at the price for which they bought it. The Secretary was instructed to advise them that the Chamber has leased its present quarters for a period of five years and is not in a position at present to consider the offer.

The president reported that Mrs. Benita Quiogue del Rosario wanted to make a further loan on her property mortgaged to



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the Chamber and desired to know if the Chamber would be willing to accept the payment of \$\frac{p}{4}0.000\$ on her mortgage, making the necessary release so as to enable her to secure an additional loan on the prop-The Board did not consider the acceptance of the proposition as advisable.

The question of the proposed reduction of

interisland freight rates by the Public Utility Commissioner without granting a hearing to the steamship companies and the Supreme Court injunction in connection with the matter were discussed.

Tuesday, November 7, 1922. No meeting, lack of quorum. Tuesday, November 14, 1922.

Present: Directors Elser, Gaches, Green, Pend and Beam.

Applications for Associate membership of C. H. McClure and W. A. Stegner were approved.

Bills amounting to \$\mathbb{P}11.764.39\$, for the month of October, approved by the Finance and Auditing committee, were ordered paid. A letter from the Manila Chamber of

Commerce approving the Chamber's resolution in regard to prohibiting the exportation of abaca plants and cuttings, was read

The Secretary was instructed to write to the President of the Senate and the Speaker of the House in order to obtain copies of all bills introduced in both Houses and send copies of them to interested Active memhers

The resolution of the Hemp Section protesting against the proposed increase in the sales tax to 1 1/2% from 1% was adopted and a committee, composed of Directors Green and Beam, was appointed to draft a formal resolution and communicate with the other chambers, requesting their action and approval.

Mr. Pond's report on the development of Muelle de la Industria and the connecting island shipping was read, discussed and anproved. A copy was ordered sent to the Governor General, requesting its adoption.

A letter from the Secretary to the Gov-

ernor General stating that the Governor General had under advisement the 1% sales tax on goods re-exported from the Islands and was glad to have the views of the Cham-

ber on the matter, was read.

The Secretary was instructed to notify the Governor General that the Acting President would represent the Chamber on the hers which he requested to have confer with him from time to time on certain matters affecting the commerce and business of the country.

Mr. Green reported that no ordinance had been passed by the Municipal Board which would prohibit the utilization of the Port Area for commercial industrial or manufacturing purposes. The Secretary was instructed to obtain copies of all proposed

ordinances.

The expenses of the restaurant and bar were discussed. Mr. Gaches and Mr. Green stated that they would prepare a report on the matter for the next meeting of the Bcard.

A letter from the Philippine Chamber of Commerce approving the resolution of this Chamber in regard to prohibiting the export of abaca plants, seeds, etc. from the

Islands, was read.

A letter from the Seattle Chamber of Commerce stating that there was no truth in the assertion of the Philippines Herald that this Chamber had attempted to boycott the Philippine Mission while in Seattle, was read and ordered filed.

In accordance with a resolution adopted at an informal meeting of the Chamber

on November 8, recommending that a committee be appointed to study and report on the recommendations of Attorney E. G. Turner on the establishment of provincial banks. a committee composed of Stanley Williams, W. G. Avery and Ben F. Wright was appointed.

The purchase of a screen from J. L. Pierce for ₱50 was authorized.

Payment of \$\P80\$ for a prize to be awarded at the entertainment of the U.S. sailors at Lerma Park on November 14 was approved, with the reservation that this action is not to serve to govern future actions of the Chamber.

Tuesday, November 21, 1922. Meeting postponed by agreement.

#### WHY I BUY AT HOME

Because my interests are here.

Because the community that is good enough for me to live in is good enough for me to buy in.

Because I believe in transacting business with my friends.

Because I want to see the goods.

Because I want to get what I pay for.

Because every peso I spend at home stays at home and helps work for the welfare of the city.

Because the man I buy from stands back of the goods

Because the man I buy from pays his part of the city and insular taxes.

Because the man I buy from helps support my school, my church, my lodge and my home.

Here is where I live and here I buy.

### RIVETED STEEL WATER PIPE

### SLIP JOINT

DIAMETER	No. 16 Ga.  Wt. per Ft   Safe Head		No. 14 Ga.  Wt. per Ft.   Safe Head		No. 1	2 Ga	No. 10 Ga.		
DIAMETER					Wt. per Ft. Safe Head		Wt. per Ft.	Safe Head	
4"	3.7 lb	390 ft.	4.4	480					
<b>6</b> "	5.3	340	6.4	490	İ				
8"	7.0	315	8.4	394	11.6	553	1		
10"	8.6	252	10.4	316	14.3	443	18.1	<b>56</b> 8	
12"	10.3	210	12.4	263	16.9	368	21.4	473	
14"	11.8	180	14.4	226	19.6	317	24.8	406	
16"	13.4	158	16.3	198	22.3	277	28.2	356	
18"	15.1	140	18.3	175	24.9	246	31.6	316	

SMALL SIZES-Approx. P0.19 per lb. in 20'.0" lengths delivered in Manila (Based on September quotation on 6000 feet. 4" dia. - No. 14 Gauge.)

LARGER SIZES-A lower price.

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Wm. H. Anderson & Co.

PHILIPPINE REPRESENTATIVES

MANILA

**NEW YORK** 

**CEBU** 



### CHAMBER NOTES



We are now comfortably established in our new quarters and every day sees improvements calculated to make the premises more attractive for the members. A new hat rack has been installed at the entrance to the dining room and new, specially designed magazine racks have been placed in the lounging room.

The Ten O'Clock Coffee Club, which meets every morning around Clarke's old Round Table, has moved its headquarters from the main dining room to the Director's room, where it enjoys greater privacy and also the breezes that come in from the Bay.

Chambers of Commerce all over the country have been watching with interest a case brought by the Waltham, Mass., Chamber of Commerce against five of its members for non-payment of dues. The case was a precedent, and the Waltham judge entered judgments against the five delinquent members.

The Secretary has been compiling all the Acts introduced in the Philippine Legislature during the present session and has them listed and filed, with a short title in English for each Act and, where necessary, giving more copious translations so as to make the meaning and intent of the Bill's clear. Mimeograph copies of the summaries of bills introduced to date have been made and may be seen in the office of the Secretary.

Active Member Milton Greenfield, representative of Borgfelt and Company. has returned from a business trip to the United States.

Active Member A. G. Kempf left for the United States on November 26 for a business trip of three months.

Active Member John R. Wilson left for the Southern Islands during the latter nart of November for the purpose of looking into the sugar situation. Mr. Wilson is managing the Mirdoro Estate, one of the largest in the Islands.

Active Member E. J. Brown made a flying trin to Hongkong the latter part of last month to meet Mrs. Brown and children, with whom he returned to Manila.

Active Member Walter S. Price is in Manila on business from Tacloban, where he presides over his numerous transportation enterprises.

Director C. W. Rosenstock, who has been in the homeland for about six months on business, returned on November 29

Active Member Shelley P. White left for the United States the middle of November.

Associate Member Hartford Beaumont and Mrs. Beaumont left on a hurried trip to the United States on account of Mrs. Beaumont's poor health. It is understood she will undergo an operation at the Mayo Brothers' clinic.

Associate Member Clyde A. De Witt. the well-known attorney, left for the United States on November 26. He will be absent several months, We are pleased to record that Associate Member Frank W. Carpenter has left the hospital and is rapidly convalescing from his recent stomach trouble.

Associate Member W. S. Fickes has returned to the Islands as representative of a large American book concern.

Associate Member G. W. Gemberling, of Ilcilo, was in town the latter part of November in expectation of leaving for the United States in the near future.

Another provinciano who paid us a visit was Associate Member G. W. Giberson,

who came to Manila on a business trip from Cebu.

Associate Member J. J. Kottinger and Mrs. Kottinger, who were married on October 28, returned from their honeymoon,

spent on the China coast.

Mrs. Katherine Larsen, Associate Member, who for some months was in charge of the restaurant, left for the United States and England the latter part of November. She expects to be away nearly a year.

Associate Member Clifford P. Ladd and Mrs. Ladd, who were married on Novem-

# Is Money Ever "Spent" for Advertising?

A YOUNG and energetic executive took hold of a fine old retail business in New York

"What this business needs," he told himself, "is a place in the mind of the public."

And deliberately he set out to sacrifice the greater volume of his profits and invest the sacrifice into the building of good will.

He did. And to this old business, advertising was the breath of life.

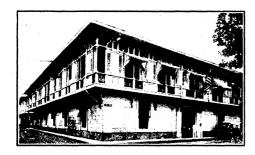
For six months had not passed before the business had grown so that the advertising cost was a smaller percentage than ever it had been, and, because of a larger volume, the shop effected economies and gave far superior service.

That was five years ago. Today a certain percentage is spent, or supposed to be spent, for advertising. But as fast as the appropriation is spent, the more the business increases; and the more the business increases, the smaller the percentage becomes.

Is money ever "spent" for advertising?



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Rooms

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### Prism Binoculars

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We stock Bausch & Lomb, Goerz, and Busch glasses; 6x to 18x.



Advertisers

COMPARE THE BUYING POWER OF OUR READERS WITH THE BUYING POWER OF READERS OF OTHER LOCAL PUBLICATIONS.

ber 15, left for China immediately after the wedding for a two week's honeymoon.

Associate Member Leonard C. Moore, who was laid up for over a month because of a broken knee cap, is up and about again, rapidly convalescing.

Associate Member Gilbert Nelson has gone to the United States on a business trip.

Associate Member Ralph M. Sams has returned from the United States after a vacation of some months and resumed his work with the Bureau of Education.

Dr. H. H. Steinmetz, Associate member, has left with a group of Red Cross workers for Siam, Burma and adjoining countries on a special tour of inspection under orders from Washington.

Associate Member R. C. Thrasher has gone to Aparri on business for an indefinite

Suffering from a severe physical and nervous breakdown, Associate Member O. V. Wood, of Davao, sailed for the United States on the Army transport Grant.

Active Member George Seaver has blosattractive little book giving the history of Malacañang Palace and the Philippine Governors-General since the establishment of government in the Islands. The volume is well-illustrated and contains much interesting information, some of which has never before been published. It is on sale at Philippine Education.

The lower floor of our building, previously occupied by the Chamber quarters, is for rent, either wholly or in part. The premises are favorably situated for many lines of business. Inspection is invited. One of the upper floor offices is also available for rental.

Affiliate Member B. B. Hunter, of Estifania, Cagayan sends us the following verses setting forth the attractions of the wonderful Cagayan valley:

In Cagayan, rich virgin land Awaits the hoe and plow; Great tracts of verdant pasture beck
The hungry swine and cow; And plains, rolled out from green-clad hills, And mountains, huge and grand, With tangled moss of giant grass, Await the brawny hand.

The dawn breaks out 'mid crimson streaks In bands of grey and blue. In tints so rare that e'en the gods Are envious of their hue; And sluggishly through fertile fields The Great Grand River creeps And food for man and beast, and soil, Along the banks it heaps.

The forests, towering for above, The highest peaks, with cane And gums and rare woods, unexplored, Moan for release in vain; The birds sing merrily at dawn, And warblers in the night Sing praise to God and welcome man To claim his rich birthright.

### Our Reactionary Land Policy

By PERCY A. HILL

It is not a very pleasing thing to admit that after all our pointing with pride to the settling of the public domain, through a once easy, simple and inexpensive method, we have failed in our purpose. At present nobody seems to desire to produce crops upon public lands, owing to uncertainty, and this applies equally to the small settler as well as to entities with adequate capital. If we view the efforts of other nations, we find that we are inept and behind the times. Truth is often bitter and introspection annoying, but facts remain nevertheless, and cannot be regarded with more bovine complacency.

We have no longer anything to offer as a standard to surrounding nations in reference to turning the waste places of the Islands from a liability into an asset, and we would do well in copying a few methods from other countries, with a view to rectifying the moribund and chaotic systems that prevail here. In twenty years the per capita production has remained practically stationary, and this with so many millions of hectares awaiting development. Just as long as this state of affairs continues no real prosperity in business can be expected.

The issuance of land titles, in spite of machinery provided, appears to have declined. The top-heavy cadastral cases are drawn out to years instead of months, due to legal bickerings and vague claims, and it smacks of false pride to be unable or unwilling to learn valuable lessons from the successes of other countries in this respect.

#### WHAT OTHER COUNTRIES ARE DOING.

Japan took over Kerea in 1910. Its land conditions were chaotic as regards ownership and boundaries. Its 17,500,000 inhabitants held 19,000,000 parcels of land. In eight years the Japanese surveyed and allocated cadastrally these nincteen million parcels without legal quibbling or friction at a total expense of 20,500,000 yen or practically a little over a peso per parcel. Philippine leaders say it is impossible. Evidently impossible is not a good Japanese word.

In the past there has been too much eulogism of the so-called liberal land law, considering actual results, not those contained in official reports. Compare the few foreigners (for so Americans are termed here) who have been able to settle on public lands and cultivate them with any degree of stability and then turn to the land laws of twenty different countries, and you will find the reason.

South Africa not only welcomes settlers, both native and foreign, but pays the prospective settler #500 for a year's study in a practical farmers' college before he takes actual possession of the land. This is done with those who may be unfamiliar with the crops they wish to produce, or the factors governing them. Land can be obtained from 125 hectares up to 9,000 hectares. Other African governments have done the same. Australia, Canada, and New Zealand give ample benefits and protection to applicants to occupy the lands on simple and easy terms. A half a dozen South American republics offer inducements to the prospective settler that even the United States in its palmiest days did not equal, nor are these inducements hedged about with conditions of semi-ownership of the state. Let our legislators glance at the land laws of

North Borneo and Brunei across the narrow seas from Mindanao, then consider the chances of permanently settling that island under present conditions.

In British Guiana the public lends are sold to the settler for #2.25 per hectare, and after residential conditions are complied with, an absolute title issues to the settler free. Larger parcels can be purchased for #5.00 per hectare and title granted to anybody, black, yellow or white Leases are granted promptly for 21 years at an annual rental of twelve centavos per hectare, and are not taxed again as in the Philippines. The reimbursement survey fee of the lease is paid by the applicant. fees range from #1.25 per hectare for small lots to 25 centavos for large ones. an extraordinary difference in technique from the hidebound Philippine system, with its expensive and long-drawn-out functionings! Leases for rubber, coconuts, coffee or citrus fruits run for 99 years (as is the case in Borneo), free from rent for from 7 to 10 years and at #1 per hectare afterwards, the only condition being that 4% of the land must be put under cultivation each year. These lands can be purchased by the applicant at from #10 to #12 per hectare.

In the Netherlands Indies, next door, 75 year leases may be obtained on areas up to 3,500 hectares, or 5,000 hows, and larger areas in special cases. The rent or cives is from 80 centavos to one peso per hectare per year, with no additional taxation. Only 20% of the rent is collected the first year, 40% the second year, until the total amount is collected in five years. Costs of survey are negligible and leases speedily granted. Further quotation is unnecessary, as progressive and liberal land laws are in force in scores of countries as undeveloped economically as are the Philippines. The main outstanding feature, however, lies in the fact that the governments stand squarely behind the settler and developer and comply with their part of the contract scrupulously; and these conditions make for stability and presperity.

#### OTHERS MAY DO IT.

In these countries the idea that uncultivated wastes are not an asset, lies behind the liberality of the government. In some cases the population is smaller than that of the Philippines; in others it is larger, but they all vision the fact that these broad areas under cultivation mean more wealth, more business and more prosperity. No longer can we hold out anything as a standard in this relation in comparison with other countries, for we have gradually dried into a stagnation that is the reverse of modern conditions.

It is about time we considered that there are other things than those contained in the philosophy of the native legislators, who have made such a complete failure of administering the trust assigned them. There is more of sarcasm than of admiration in the eyes of nations who turn them on our accomplishments in these times, and in consideration of the settling of the millions of empty hectares, one of two things remain: either liberal and protective laws must be developed to attract and encourage the cultivation of the waste places, or some other land-hungry Oriental nation will do it.



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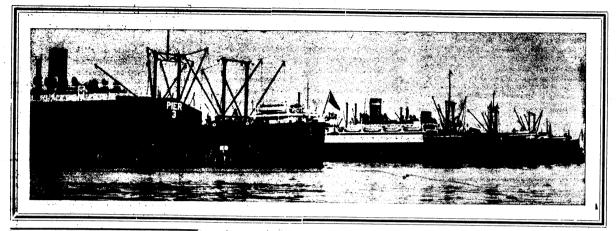
### WEST COAST LIFE INSURANCE CO.

It will facilitate business, and protect both your bankers and yourselves.

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GENERAL AGENTS . MANILA

## SHIPPING NOTES



#### SHIPPING REVIEW

By E. J. BROWN

General Agent for the Philippines,
Pacific Mail Steamship Company

J. F. Marias, General Agent in the Philippines for the United States Shipping Board, sailed for San Francisco on the President Cleveland, enroute to Washington, where he had been called by Chairman Lasker, presumably in connection with the newly-established direct freight service from the Atlantic Coast to the Philippines and to discuss other matters bearing upon the Shipping Board operations here.

At a meeting of the Associated Steamship Lines on November 14, the following rate changes were agreed upon:

#### TO PACIFIC COAST PORTS OF CALL:

Copra Cake Desictated Coconut Furniture General Merchandise	7.50 40 cu.ft.	\$5.00 8.50 10.00 15.00
Rattan, Suali, Structural Bamboo	15.00 2000 lbs	8.00 per 40 cu. ft. 6.00 per 2240 lbs. gross weight shipped.
O ATLANTIC COAST PORTS OF CALL:		
Coconut Oil in bulk Furniture Desiccated Coconut	19.00 40 cu. ft. 9.00 40 cu. ft.	\$11.00 15.00 10.00

Old Rate

Reductions in rates are effective immediately, increases effective January 1, 1923. Freight tariffs to all points are being printed and will shortly be distributed to all concerned.

During November, Shipping Board operators closed contracts with the Philippine Sugar Centrals Agency for carriage of the coming season's crop. About 30,000 tons will move to Atlantic Coast ports and a like amount to San Francisco, practically all from the newly-opened port of Pulupandan. Shipping Board freighters operated by the Barber Line, Admiral-Oriental Line, Inc., local agents, will lift the Atlantic Coast sugar while Struthe's & Barry will handle that for the Pacific Coast. The rates are \$7.00 to Atlantic and \$5.00 to Pacific, per long ton, net weight, delivered.

It is reported that the Dollar Line and the Java-Pacific Line have contracted jointly with the Spreckels interests to move about 40,000 tons of sugar from the Pampanga and Del Carmen mills to San Francisco at \$5.00 per ton.

F. J. Saunders, advance agent for the Raymond-Whitcomb Company, was a recent visitor in Manila. He came to make arrangements for the visit of the two round-the-world tourist ships Resolute and Volendam, which his company has chartered. (Since his departure word has been received here that the proposed tour of the Volendam has been cancelled.) The Pacific Mail Steamship Co. will act as agents for the Resolute in the Orient. She will arrive in Manila March 5 and sail March 8 for Zamboanga en route to Singapore. The Resolute is a triple-screw vessel, 618 feet long, and will carry 525 tourists.



New Rate

12.00 per 40 cm. ft.

#### NORTH AMERICAN LINE

HONGKONG TO SAN FRANCISCO

STEAMER	Lea Man	ve ila	Les	ve kong	San Fi	an-
''Tenyo Maru''					Jan.	
"Korea Maru"		25	Jan.	4	Jan.	31
''Siberia Maru''			Jan.	26	Feb.	24

#### MANILA TO SAN FRANCISCO (Via Shanghai Direct)

STEAMER	Leav Mani		Leav Shang		Arrive San Fran- cisco		
"Shinyo Maru"	Jan,	14	Jan.	18	Feb.	11	
"Tenyo Maru"	Mar	8	Mar.	12	Apr	5	

First class tickets interchangeable at all ports of call with Pacific Mail, Canadian Pacific and Admiral Lines.

#### SOUTH AMERICAN LINE

STEAMER				Arrive
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"Rakuvo	Marn'			Anr 6

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Representatives of Atlantic passenger lines were also visitors in Manila during the month, namely A. B. Swezey of the Cunard Steamship Company, Ltd., and A. E. Disney of the International Mercantile Marine. Both gentlemen were investigating prospects for through travel from Oriental ports to Europe via America,

#### UNITED STATES SHIPPING REVIEW

By A. G. HENDERSON

Chicago, Oct. 28.-The reduction of the overland rates from Pacific Coast ports to 75 cents per 100 pounds on coconut oil. which was to have become effective October 17, has, on complaint being filed with the Interstate Commerce Commission, been postponed to apply as from February 14, 1923.

All advices from Washington point to Congress being called into extraordinary session early in November to consider the session early in November to consider the Subsidy bill. Already a movement has been started to change the name of the Subsidy bill to the "Naval Defence Retaining Fund," compensation to be based on the idea that merchant ships, as an arm of the Navy, are vital to the defence of the country. It has been pointed out that under this bill the Government would have first claim on the ships in time of war, and that it should therefore be willing to pay a retainer for this. Under its new title, the Ship Subsidy bill would be free from all the hostility of the Middle West that the word "subsidy" has always evoked, and its supporters hope to thus win the opposition over under this wholly innocuous name. Now that the Attorney Gentral has ruled that it is illegal for American vessels to either transport for American Vessels to either transport or possess intoxicating liquors, the chances of the Subsidy bill to pass Congress have undergone a complete change, and on all sides it is now freely predicted that the end of the present year will see the bill on the statute books.

The advantage that Canadian ports have The advantage that Canadian ports have long had in matter of favorable exchange, which resulted in diverting hemp and other cargo from American ports to Vancouver, has now been entirely eliminated. Since the end of September, American dollars have been quoted at a slight discount in Canada, and Canadian dollars are quoted in New York at par for the first time since

Effective as from the middle of October, a new company known as the Admiral Oriental Line, will in future operate the Government-owned ships out of Seattle to the Orient. No change in the Admiral Line policy is contemplated and the change is merely to enable the officials of the company to give their undivided time to growing business. R. Stanley Dollar is president of the new concern and A. F. Haines. sident of the new concern and A. F. Haines, vice-president and general manager.

In making this announcement, Chairman

In making this announcement, Chairman Lasker of the Shipping Board, says:

"The Shipping Board has always felt that one of the most important duties that developed upon it was the establishment of a permanent American line between Seattle and the Far East and in alloting its ships to the old Admiral Line, it felt that its hara would be realized.

its hopes would be realized.

"The Pacific Steamship Company (the Admiral Line), however, operates many and important ships of its own in the coast-

wise trade. The board felt that properly there had to be a division of attention on the part of the officials of the Pacific Steamship Company (the Admiral Line) between its own ships in the coastwise trade and the allocated ships of the Gov-ernment to the Far East. Therefore, the Shipping Board finally came to the con-clusion that it would best serve the interests of all concerned to make a separation in the situation, leaving the Pacific Company free to devote all its attention to the operation of its own ships in the very important trade in which they are engaged.

"With this in mind, R. Stanley Dollar, who is one of the largest stockholders in the Pacific Company, but who has not been active in its affairs, and who is one of the most experienced operators in the Far Eastern trade, was induced to take up his residence in Seattle and to form a new company, to be known as the Admiral-Oriental Line to which the Shipping Board allocated its ships running out of Seattle.

"The new arrangement went into effect to-day (October 14). Mr. Dollar becomes president of the Admiral-Oriental Line, devoting his entire time to the enterprise, and retains as his vice president A. F.

Haines, who managed the Government ships for the Pacific Steamship Company. Mr. Dollar retains all his interest in the Pacific Steamship Company. The present arrangement merely constitutes a separation of the Government's ships into a company that will devote its entire time to the operation of the allocated ships."

#### OSAKA COMMERCIAL FAIR

Notice has been received by the Chamber from Consul General Sugimura that a Commercial Exposition will be held in Osaka, Japan, from March 15 to May 31, 1923, under the auspices of the Osaka Business Associations Union and supported by the City of Osaka.

The object is to exhibit merchandise manufactured in Osaka and to have foreign merchants exhibit goods demanded in the Japanese market. Mr. Sugimura requests that as many Philippine products as possible be exhibited by local merchants. He will be glad to furnish full particulars.

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S. S. PRESIDENT GRANT		24	JAN.	16
S. S. PRESIDENT JEFFERSON -		6	JAN.	29
S. S. PRESIDENT MADISON	JAN.	18	FEB.	10
S. S. PRESIDENT McKINLEY	JAN.	30	FEB.	22

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OPERATED FOR ACCOUNT OF U. S. SHIPPING BOARD BY

#### THE ADMIRAL LINE

MANAGING AGENTS

24 DAVID

#### Current Decisions of the Supreme Court of the Philippine Islands Relating to Commerce and Industry

Edited by Attorney E. A. PERKINS

#### MINING CLAIMS

CONSTITUTIONAL LAW; PERFECT-ED MINING CLAIMS; LAW DEPRIVING A CITIZEN OF A VESTED RIGHT WITHOUT A HEARING, CONSTITUTIONALITY OF.—HELD: Under the facts stated in the decision, that a perfected valid appropriation of public mineral lands operates as a withdrawal of the tract from the body of the public domain, and so long as such appropriation remains valid and



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IN THE HEART OF THE COMMERCIAL & FINANCIAL METROPOLIS.

subsisting, the land covered thereby is deemed private property. A mining claim perfected under the law is property in the highest sense, which may be sold and conveyed and will pass by descent. It has the effect of a grant of the right to present the exclusive possession of the lands located. A valid and subsisting location of mineral land, made and kept up in accordance with the provisions of the statutes, has the effect of a grant of the present and exclusive possession of the lands located. The discovery of minerals in the ground by one who has a valid mineral location. perfects his claim and his location. not only against third persons but also against the Government.

E. W. McDaniel vs. Galicano Apacible et al. XX Off. Gaz. p. 1876 August 29, 1922.

A FREE PRESS AND FREE SPEECH RIGHTS OF FREE PRESS AND FREE SPEECH.-When the citizens of the state become convinced that the administration of the affairs of the Government is not carried on in accordance with the law, or is not conducted for the best interest of all concerned, they have not only a right but it is their duty to present the cause of their it is their duty to present the cause of their grievances to the public, and the free press of the state affords the best avenue for that purpose. To that end the organic laws of all modern free states have wisely provided that "no law shall be passed abridging the freedom of the press," and that no person shall be punished except for an abuse of that freedom. The interest of civilized society and the maintenance of good Government demand a full and free discussion of all affairs of public interest. Complete liberty to comment upon the administration of government as well as the conduct of public men, is necessary for free speech and the free press. The people are not obliged, under modern civilized governments to speak of the conduct of their officials, of their servants, in whispers or with bated breath. The freedom of the press consists in the right to publish the truth, with good motives and for justifiable ends, although said publication may be of-fensive to the Government, to the courts, or to individuals. It is the particular duty of the people of a state to wisely maintain and to watchfully protect their right to express fully, either verbally or by publication, their honest conviction regarding acts of public officials and the governing class. If the people of a free state should give up the right of free speech; if they are daunted by fear and threats and abdicate their convictions; if the governing body of the state could silence all the voices except those that extol their acts; if nothing relating to the conduct of the governing class can reach the people except that which will uphold the men in power, then we may well say "good-bye" to our liberties forever.

The United States vs. Gregorio Perfecto et al. XX Off. Gaz. p. 1914 September 2, 1922

PROMISSORY NOTES

1. NEGOTIABLE INSTRUMENTS: ACCOMMODATION MAKER; VALUE RECEIVED.—The fact that a joint and several note has been signed by one or va-

rious of the makers thereof for the accommodation of one or more of his or their co-makers, does not render him or them an accommodation maker or makers with respect to the creditor who, upon the receipt of the note, pays the full value thereof. In such a case the payment by the creditor of the value of the note upon the latter's passing into his hands, rendors all the signers of the note liable thereon; and it is of no importance that one or more of the signers has or have not received absulutely any part of the consideration. The ex-



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pression "without receiving value therefor" used in section 29 of the Negotiable Intrument Law, means that no value has been received for the negotiable instrument.

2. CREDITOR'S INACTION AFTER MATURITY OF NOTE: DEPRECIATION OF GUARANTY.—Mere delay on the part of the creditor, after the maturity of the note. in enforcing the guaranty given to secure the payment of said note, does not affect the liability of the maker, and the latter is not released by the fact that by the lapse of time the guaranty has become worthless.

R. N. Clark vs. George C. Sellner XX Off. Gaz. p. 1987 September 12, 1922.

#### REVIEW OF THE EXCHANGE MARKET

BY STANLEY WILLIAMS
Manager, International Banking
Corporation

The exchange market has been quiet during the month under review. Our last report closed on October 26 with banks' selling rates for New York exchange called 1½% premium for demand drafts and 2% premium for cable transfers. Rates remained practically unchanged with spot business done at times at ½% lower until November 6. Forward rates during that period were slightly easier, due probably to the Government giving out the news that \$13,000,000 worth of bonds would be floated in the United States about December and that it was expected that the Insular Treaurer would be in a position to resume sales of exchange for government account shortly thereafter; also probably because of the anticipation of funds being needed to start the sugar crop.

the sugar crop.

On November 6, ready rates dropped to 1¼% for demand and 1¾% for cables and on the following day December cables were done at 15%% and ready demand offered at 1½%. Market rates for fair quantities of cash gradually eased off and were called ½% for demand and 15%% for cables on the 11th. They have remained practically unchanged at that level until the close of this report on November 24, with very little inquiry from commercial sources in sight and export business offering in moderate amounts.

The London cable rate in New York, which closed in a dull market at 444\% on October 25, firmed up to 446 on the 27th and 28th and after a setback to 445\% on the 31st. again climbed to 446\% on November 3. The rate dropped to 444\% on November 6 but again rose and after some fluctuation closed at 449\% on November 23, the last quotation to hand at the writing of this

report.
Silver closed in London on October 25 at 34 5/16 d spot, 34\%d forward and then fell gradually away with fluctuations at 32\% spot, 31\% forward, on November 16. It then rose and reached 32-11/16 and 32-5/16 on November 18, and closed on the 23rd at 32\% spot, 32-3/16 forward.
Sterling cables were quoted locally at 2/2 \% on November 24, and the banks'

Sterling cables were quoted locally at 2/2 ½ on November 24, and the banks' buying rate for three months sight credit bills closed at 2/3, both rates being ½d lower than these ruling on October 3/6

lower than those ruling on October 26.
Telegraphic transfers on other points were quoted nominally at the close on November 24 as follows:

Madrid			159
Singapore	<i>.</i>		1081/4
Japan			
Hongkong .			
Shanghai .			$67\frac{1}{2}$
India			162
Java			
DILLA-Nov	29.	$1922 C_0$	mmositio

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For advertising or extra copies, communicate with the Journal office, care of the American Chamber of Commerce, 14 Pinpin, or Telephone 1156. 3. IN THE ABSENCE OF CONTRACT AGENT NOT LIABLE.—The defendant in the instant case is "Warner, Barnes & Co., in its capacity as agents of" insurance companies. W. B. & Co. never made any insurance contract, and is not liable, either as principal or agent.

4. NO BREACH OF CONTRACT.— There is no breach of contract by W. B. & Co., either as agent or principal, for the very simple reason that W. B. & Co. did not make any contract with plaintiff, either

as agent or principal.

5. WHERE NO CONTRACT IS AL-LEGED IN COMPLAINT.—In the instant case, the want of any contractual relation appears on the face of the complaint, was raised before any testimony was taken. and by a motion for a new trial, and should have been sustained.

E. Macias & Co. vs. Warner, Barnes & Co. etc. XX Off. Gaz. p. 2108 September 28, 1922.

#### LICENSE FEES FOR ARCADES

Section 2507 of the Administrative Code authorizes the Municipal Board of the city of Manila to establish fire limits, determine the kinds of buildings or structures that may be erected within said limits, regulate the manner of constructing and repairing the same, and fix the fees for permits for the construction, repair, or demolition of buildings and structures. Under this provision the Municipal Board passed an ordinance requiring land owners desiring to erect buildings upon their property along certain streets to build arcades over the portions of the sidewalks adjoining their lands, and to pay therefor by way of license fees one-half of the assessed value of the city land located within the arcades. Held: That this is a license fee for revenue not authorized under existing statutes.

G. A. Cunjieng vs. Fred L. Patstone XX Off. Gaz. p. 2149 October 5, 1922.

#### AUTOMOBILES; RECKLESS DRIVING

1. AUTO VEHICLES; RATE OF SPEED ON HIGHWAYS.—Section 4 of Act No. 2389 does not fix a maximum rate of speed for motor vehicles on highways in the Philippine Islands. It makes a rate of speed exceeding 20 miles per hour prima facie evidence that the person operating the same is operating it at a rate of speed greater than is reasonable and proper, and in violation of the provisions of the law. It may be shown, however, having regard to the width, traffic, grades, crossings, curvatures, and other conditions of the highway and the conditions of the atmosphere and weather, that 20 miles per hour is not unreasonable or improper speed.

2. RATE OF SPEED; RECKLESS-NESS, DEFINED.—Recklessness is a lack of heed or concern for consequences; especially, foolishly heedless of danger; headlong; rash, desperate; not caring or noting; neglectful; indifferent. It may be said that recklessness is an indifference to the rights of others. Recklessness and wantonness are stronger terms

than mere or ordinary negligence. Section 4 of Act No. 2389 prohibits any person from operating a motor vehicle on any highway in the Pnilippine Islands recklessly, having regard to the particular conditions at the time and place, whether the rate of speed is more or less than 20 miles per hour.

3. REASONABLE AND PROPER RATE OF SPEED.—Section 4 of Act

No. 2389 provides that a motor vehicle operated at a rate of speed of more than 20 miles per hour shall be prima facie evidence of the fact that it is operated at an unreasonable and improper speed. Said section, however, recognizes the fact that what would be a reasonable and proper rate of speed under one condition would not be a reasonable and proper speed under other conditions. The law does not attempt to fix what is "a rate of speed greater than is reasonable and proper." What is "a rate of speed greater than is reasonable and proper" is a question to be determined by the facts and circumstances surrounding the particular speed in question. What is a reasonable and proper rate of speed on one day, at a particular time and place, might be very unreasonable and improper at the same place on another day or at another time on the same day, depending altogether upon the particular surroundings and conditions. An attempt to give a specific meaning to the words "reasonable and proper" is trying to count what is not number and to measure what is space. What is "a reasonable and proper speed for a motor vehicle" must depend in each case upon the facts and circumstances then existing, having regard for the conditions mentioned in said section 4.

The United States vs. Ciriaco Aligan, XX Off. Gaz. p. 2181, October 10, 1922.

#### U. S. BANKERS ENDORSE HAGUE RULES, 1921

Strong action in favor of the establishment of uniform ocean bills of lading has been taken by the Commerce and Marine Commission of the American Bankers' Association, by the adoption of a resolution endorsing the Hague Rules, 1921, which define the rights and liabilities of cargo owners and ship owners. This action of the Commission followed the presentation of a favorable report on the matter by a special committee, consisting of Lewis E. Pierson, chairman of the board, Irving National Bank, New York, chairman; William A. Law, president of the First National Bank. Philadelphia, and Fred I. Kent, vice-president, Bankers Trust Co., New York, who is Chairman of the Commission. The Commission's resolution is as follows:

"Believing it most desirable for the furtherance of export trade that carriers, the world over, shall be governed by uniform rules making possible the working out of standard forms of ocean bills of lading for use in all regular trades, the Commerce and Marine Commission of the American Bankers' As-

sociation strongly endorses in principle the Hague Rules, 1921, which define in improved form the rights and liabilities of cargo owners and ship owners respectively; and the Commission urges that appropriate legislation be enacted by Congress making it lawful to contract for the transportation of property by sea subject to the Hague Rules, 1921, any due and proper interpretation of the said rules being specifically given in such legislation."

Commenting on the resolution, Mr. Pierson said:

"International trade will be very materially aided by the standardization of forms of ocean bills of lading, and the subject is one of special importance to bankers making loans on documents issued against export and import shipments. The American Bankers' Association, through its Commerce and Marine Commission, has been most carefully considering this matter. The Commission is of the belief that the Hague Rules, 1921, which constitute an important step, toward making possible the working out of standard forms of ocean bills of lading, afford a substantial basis for progress not only in the way of remedying present chaotic conditions, but also in the development of a feasible and practical system of lasting benefit. In the opinion of the Commission, appropriate legislation should be enacted by Congress as soon as possible, legalizing forms of contract under the Hague Rules. These rules were framed by the Maritime Law Committee of the International Law Association and approved by the Association at its meeting at the Hague, Sept. 3, 1921. It is felt that under them a greater degree of co-operation than has existed heretofore will be made possible on the part of ship owners, shippers, consignees, bankers and underwriters.

"Under the rules (1) the limit of carriers' liability for loss or damage is increased from \$100 or less per package or unit to £100 sterling, without any prorating of losses; (2) the time within which claims for loss or damage can be filed and suit brought is extended to one year, and (3) the burden of proof in cases of pilferage is shifted from the shipper to the carrier. These changes are of the greatest importance to shippers, cargo underwriters and bankers, and have been demanded for many years, but heretofore unsuccessfully."

#### GOVERNMENT RADIO BOOK

Owing to the widespread public interest in radio communication, the appearance of an up-to-date elementary radio book, prepared by the Bureau of Standards, is particularly timely. The title of the publication is "The Principles Underlying Radio Communication," Signal Corps Radio Communication, Pamphlet No. 40. This is a durably bound book of 600 pages and contains 300 illustrations. Radio communication principles are explained, and the construction and operation of the important types of transmitting and receiving apparatus, including the electron tube, are described.

A copy may be purchased for \$1 from the Superintendent of Documents, Government Printing Office, Washington, D. C. This price includes postage in the United States and its possessions.

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In order to obtain an appropriate title the public is to be asked to make suggestions.

From these suggestions the best will be selected by a committee of competent judges.

#### SET YOUR MIND UPON THE

## CARNIVAL

Give thought to its meaning, its social benefits, its community advantages.

Picture to yourself what the Carnival means to you. Think of its social significance, its commercial importance the impulse it gives to industry.

Consider it in its lighter aspect. Let your mind dwell upon the uplifting influence of a season of play, a carefree vacation from the cares and monotony of daily life.

## Then Sum Up All the Reasons Why Carnival Week is Good for the Community.

Out of your summary of all the facts will grow a feeling which can best be described as Carnival Consciousness.

And if you have Carnival Consciousness, you have your finger upon the hidden meaning of the picture. Then, and then only, can you write a Winning Title!

FIRST PRIZE	#:8,000.00
SECOND PRIZE	4,000.00
THIRD PRIZE	2,000.00
FOURTH PRIZE	1,000.00
FIFTH PRIZE (4 at #500)	2,000.00
SIXTH PRIZE (10 at #200)	
<b>SEVENTH PRIZE</b> (10 at #100)	

TOTAL PRIZES ... ... ... #20,000.00

In order to compete for these prizes it is necessary to possess a Carnival Coupon. Each of the coupons bears ten 20-centavo tickets, each of which is good for one admission to the Carnival City. The tickets are sold for \$\frac{12}{2}.00\$, the coupon must be sent in with the Title you suggest for the Picture, and the stub of the coupon is kept as your means of identifying yourself should your suggested title win one of the prizes.

NOTE—It is possible for one person to win all the prizes, as each person may submit as many Titles as he wishes, but each Title must be accompanied by a separate coupon.

Further information regarding the Picture Title Contest may be obtained at Carnival Headquarters from Provincial and Municipal Treasurers, or other duly appointed agents of the Carnival Association.

## Philippine Carnival Association

#### STATISTICAL REVIEW

#### CONSOLIDATED BANK REPORTS, OCTOBER TO NOVEMBER, 1922

BY BEN F. WRIGHT, Special Bank Examiner

	Week ending Oct. 28	Week ending Nov. 4	Week ending Nov. 11	Week ending Nov. 18
1. Loans, discounts and overdrafts	₱162.527.633	<b>*</b> 162.208.379	₱162.521.333	₱165.907.215
2. Investments	21,442,508			
3. Due from banks, agencies and branches in Philippine Islands	36,674,257	36,058,757	36,167,953	
4. Due from head office	4,176,174		4.504.637	3,770,107
5. Due from other banks	8,747,967	7,122,032	8,185,400	8.288.346
6. Cash on hand:				
(a) Treasury certificates	12,526,934	11,541,576	11,692,647	10,822.302
(b) Other cash available for reserve	198,418	169,437	174,434	177,370
(c) Bank notes	1,036,398	1,071,457	1,516,356	1,552,862
(d) Other cash	697,946		493,108	376,985
Total	14,459,696			12,929,519
7. Resources, (not a total of above items)	269,853,257	267,859,084	266,526,998	368,535,306
8. Demand deposits	60,737,906			60,921,297
9. Time deposits	57,950,254			57,908.258
10. Due to head office	34,260,524		33,959,394	34,070,180
11. Due to banks, agencies and branches in the Philippine Islands	4,863,398	4,614,001	4,678,753	4,409.512
12. Due to other banks	7,430,427	6,336,803		7,235,540
13. Exchange bought since lust report—spot	3,297,601	3,277,421	3,395,849	1,753,408
14. Exchange sold since last report—spot	3,834,441	3,672,143	3,920,706	3,560,204
15. Exchange bought since last report—future	4,871,077	4,020,623		5,657,239
16. Exchange sold since last report—future	6,496,946			
17. Debits to individual accounts since last report	23,763,604	21,739,964		23,356,677
18. Net circulation	41,204,101	41,258,084	41,254,717	41,259,846

#### CIRCULATION STATEMENT

By M. F. AVELINO

Acting Chief Accountant, Treasury Bureau.

	May 31, 1922	June 30, 1922	July 31, 1922	August 31, 1922	September 30, 192	2 October 31, 1922
Pesos, subsidiary and minor coins Treasury certificates	<b>P</b> 20,915,831.61 37,389,791.60	\$\begin{align*} 20,717,819.03 \\ 37,619,900.00 \end{align*}	\$20,476,746.41 35,297,007.00	\$20,340,271.22 35,201,537.00		
Bank notes:  Bank of the Philippine Islands Philippine National Bank.	8,998,102.50 32,393,732.20	8,982,872.50 32,393,732.20	8,984,037.50 32,393,512.70	8,998,982.50 32,393,512.70	8,998,777.50 32,393,312.70	8,998.567.50 32,393,312.70
Total circulation	₱99.697,457.91	P99,714,323.73	₱97,151,303.61	<b>P</b> 96,934,303.42	P98,639,655.99	1*96,506,404.56½



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#### · TRADE STATISTICS

PRINCIPAL	EXPORTS .

					PR		EXPORTS •				-			i
N. A.	Com	nodities		ΙΛ.	`\\	October	1922		October	1921		Sep	tember 1922	
and a second sec	Com	uittes				Quantity	Value	%	Quantity	Value	%	Quantity	Value	%
Coconut Oil Copra Henup Embroideries Cigars (Number) Leaf Tobacco Maguey Copra Meal Lumber (cu. Meters) Cordage Hats (number) Knotted Hemp						5,827,296 (0,230,508 21,546,586 17,304,896 35,894,62 3,108,17 1,667,655 3,211,036 5,729 177,196 46,144 30,622	8 2,875,571 6 4,000,521 6 4,000,521 4 1,237,027 6 981,445 2 238,671 4 142,610 9 234,111 1 73,937 0 124,975 2 93,142 691,668	18.4 21.4 25.5 4.2 7.9 6.3 1.5 0.9 1,5 0.8 0.6 4.4	18,473,638 9,830,530 9,908,114 2,542,537 1,546,972 7,009,397 2,674 123,156 25,924 2,402	1,881,261 3,181,579 2,033,132 2,033,132 686,379 545,518 951,168 214,076 194,817 161,165 56,806 44,845 6,160 249,307	15.4 26.0 2: 15.6 1 5.6 4.5 2: 7.8 1.7 1.6 1.3 0.5 0.4 0.1 2.0	0,575,444 9,478,409 3,143,883 7,037,683 3,259,539 1,219,747 1,698,267 5,672,052 252,063 28,806	3,715,09 3,800,67 748,74 1,070,48 336,38 245,96 269,40 164,40 102,14 64,54 76,73 476,38	0 17.9 0 24.2 5 24.7 4.9 6 7.0 2.2 8 1.6 5 1.8 7 1.1 0.7 2 0.4 0 0.5 5 3.1
Exports of U. S. Proc Exports of foreign Pro	ducts oducts				······		₱15,494,627 149,052 12.561	99.0 0.9 0.1	<b>#</b> 1	1,957,728 286,222 17.471	2.1		*15,135,268 168,448 48,938	1.1
Total Exports							₱15,656,240	100.0	#1	2,261,421	100.0		₱15,347,646	100.0
	192		MPORTS		C	1000	<u> </u>			EXPORT	·s			
Articles			ober 192		September		Nationa	lity	192	2 Octo	ber 192	21	September	. 1922
Cotton Cloths Other Cotton goods	1,165,175		Value † 1,561,745 774,231		Value ₱ 3,184,41 939,06	8 22.3	of Vessel	ls	Value	%	Valu	e %	Value	%
Iron & Steel, including machinery Gasoline Wheat flour Huminating oil Meat products Coal Dairy products Paper and Manufactur of Lubricating and ott	775,748 775,748 537,144 634,901 4,216 318,266 483,772 376,347	3.2 3.8 3.8 3.9 4.7 2.9 7.2.9 4.2.5	957,578 1,159,393 433,454 215,421 241,727 347,241 360,019 204,912	10.1 12.3 4.6 2.3 2.6 3.7 3.8	1,764,07 467,61 342,47 678,23 189,122 356,94 440,123	5 12.3 0 3.3 6 2.4 7 4.7 8 1.3 1 2.5 8 3.1	American British Dutch Japanese Spanish Swedish Philippine Chinese German French Norwegian		520,68 1,051,62 526,87 1,191,95 6,48	07 31.3 58 3.3 66 6.7 71 3.4 67 7.0 35	2,504,5 6,885,3 550,9 1,686,8 5,0	61 20.4 48 56.2 14 4.5 04 13.8	\$\begin{align*} \begin{align*} \begi	38.0 32.5 10.0 5.0 1.7 0.7 1.3 4.0
oils Silk; goods Cattle and Carabaos Tobacco (leaf, other Vegetables Chemicals, drugs, etc. Fish products	252,524 20,077 74,907 243,842 286,613 230,807	1.5 0.1 0.5 1.5 1.7	108,167 120,764 328,705 170,356 137,230 115,104	1.1 1.3 3.5 1.8 1.5 1.2	259,000 95,645 164,796 189,914 266,076 72,649	5 1.8 5 0.7 6 1.1 4 1.3 6 1.8 9 0.5	Total by free By mail	ight	. #14,983,57	5 <b>1</b> 5 4.3	*11,633,7 627,7 *12,261,42	06 5.1	732,350 P15,347,646	95,2 4.8
Rice	. 121,597 . 475,097 . 158,307	2.9 0.9	121,241 74,478 115,068 50,197	$\begin{array}{c} 1.3 \\ 0.8 \\ 1.2 \\ 0.5 \end{array}$	150,926 563,104 81,277 112,739	1 3.9 7 0.6			FOREIGN TI	RADE B	Y COUN	TRIES	er er er	
Eggs Woolen goods Explosives Leather goods Matches Spirituous liquors Perfumery, cosmetic	80,930 118,349 22,327 126,048 57,778 58,831	0.5 0.7 0.1 0.8 0.3	111,261 73,309 12,957 40,770 57,170 64,809	$     \begin{array}{r}       1.2 \\       0.8 \\       0.1 \\       0.4 \\       0.6 \\       0.7 \\     \end{array} $	138,737 162,999 8,564 89,918 132,155 75,819	7 1.0 7 1.1 4 0.1 8 0.6 5 0.9	Countrie		1922 Value	? Octob	er 192 Value	1 %	September, Value	1922
Shoes	86,791 . 65,774 . 83,721	$\begin{array}{c} 0.5 \\ 0.4 \\ 0.5 \end{array}$	83,723 61,850 71,558	$0.9 \\ 0.6 \\ 0.8$	124,990 183,073 92,788	1.3	Japan China		1.242.74	1 6.8 8 3.8	10,880,98 2,378,72 1,463,24	20 11.0 14 6.7	P17,809,264 2,325,760 1,396,914	60.0 7.8 4.7
Earthen, Stone, and Cl na ware India rubber goods Cocoa or Cacao Crude oil Soap	68,401 78,429 70,342 3,980,717 52,228	0.4 0.5 0.4 23.9 0.3 0.6	35.730 36,857 40,685 10,601 41,318	0.4 0.4 0.4 0.1	57,047 97,428 50,124 60,892 35,622	0.7 0.3 0.4 0.2	United Kingd Germany Spain Hongkong Australasia France		379,96 1,205,19 282,04 705,81 912,59	4 1.2. 3 3.7 2 0.9 5 2.2 9 2.8	1,371,29 1,102,53 1,155,02 757,28 267,45 934,07	33 5.1 23 5.3 35 3.5 55 1.2 72 4.3	1,311,315 1,144,329 171,605 376,322 653,801 422,996	0.6 1.3 2.2 1.4
Paints, varnish, pi ments, etc	80,173 80,173 87,545	0.5 0.2	28,324 26,062	0.3 0.3	49,041 86,093 25,525	0.6	Netherlands . Dutch East In British East French East Switzerland .	dies Indies Indies	191,049 473,31 647,629	9 0.6 1 1.4 5 2.0	484,92 177,96 264,02 77,12 80,93	66 0.8 5 1.2 3 0.4	1,514,828 658,662 307,195 645,968	5.1 2.2 1.0 2.2
cirus stones, unset Sporting goods Agricultural implemen Automobiles Automobile tires Automobile accessories All others	. 19,079 ts 1,034 . 54,960 . 106,895	0.1 0.3 0.6 0.3 8.9	1,039 10,432 163 25,630 87,209 27,992 820,280	0.1 0.3 0.9 0.3 8.7	72,898 16,074 4,706 94,496 160,267 42,203 1,574,506	0.1 0.7 1.1 0.3 11.0	Canada Siam Belgium Italy Japanese-Chin Austria Denmark	a	97,16 21,53 152,63 63,98 86,22 2,910	4 0.3 4 0.1 4 0.5 4 0.2 9 0.3	28,59 82,28 48,51 55,57 43,30 75 7,76	06 0.1 08 0.4 03 0.2 03 0.3 07 0.2 02 0.0	143,701 186,609 29,976 181,729 123,420 2,901 251,145 8,665	0.5 0.6 0.1 0.6 0.4
Total	₱16,687,731	100.0 <b>P</b>	9,440,162			100.0	Sweden Norway All other coun	. <b>. .</b> .	4,390	· ·	1 39,19	9	1,624 8,770	
	CARRY	ING I							1 32.343,971				24,911 P29,701,905	100.0
Nationality of Vessels	1922	October	1921		September,				PORT	STATI	STICS			*
-	Value	6/6	Value	%	Value	%			FOREIGN	TRADE 1	BY PORTS	S		
British Japanese Dutch Philippine	# 6,649,658 7,119,235 1,475,187 402,044 389,973	39.9 P 42.7 8.8 2.4 2.3	5,391,107 1,218,322 198,554 121,264	57.1 12.9 2.1 1.3	2,594,257 8,546,618 1,035,539 895,009 429,331	18.1 59.6 7.2 6.2 3.0	Ports		1922	October	1921		September,	1922
Spanish Norwegian Chinese Presch German	96,968 58,558 6,303 12,809 5,275	0.6 0.4 0.1	12,601 144 779	0.1	155,594 84,677 73,235	1.1 0.6 0.5	Manila Iloilo Cebu		# 1.278.025	8,9	Value 17,279,871 1,014,851 7,788,819	8 4.7	Value . P23,850,961 1,467,081 4,520,289	% 78.7 5.0 15.2
Total by freight	P16,216,010	97.2 ₱	9,317,866	98.7 🕈			Zumboanga Jolo		387 437	1.2	497,63 120,89	6 2.3	209,313 104,889	0.7

Note. All quantities in kilos except where otherwise indicated.

Total ..... P32,343,971 100.0 P21,701.583 100.0 P29,701,905 100,0

Total ... #16,687,731 100.0 P 9,440,162 100.0 P14,354,259 100.0

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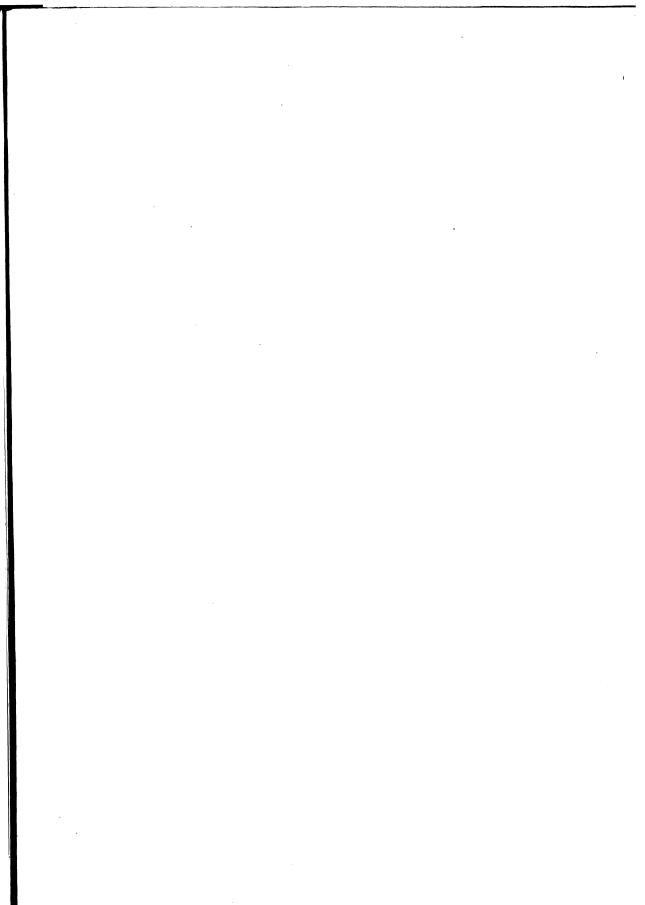
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